



CITY OF
KANSAS CITY,
MISSOURI

CENTRAL CITY ECONOMIC DEVELOPMENT SALES TAX

Round 3 Project Presentations – Part 2



Build it KC

by,SWD



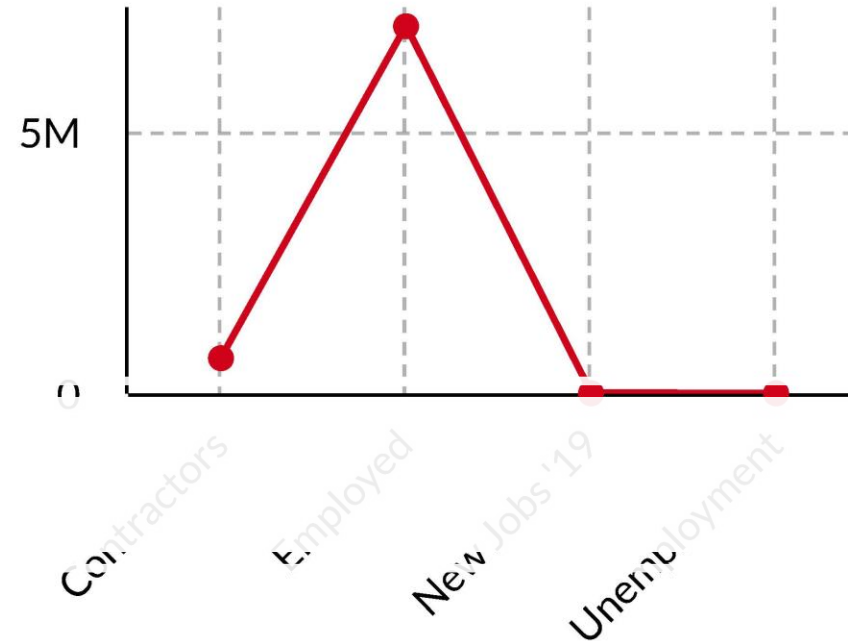
About Us



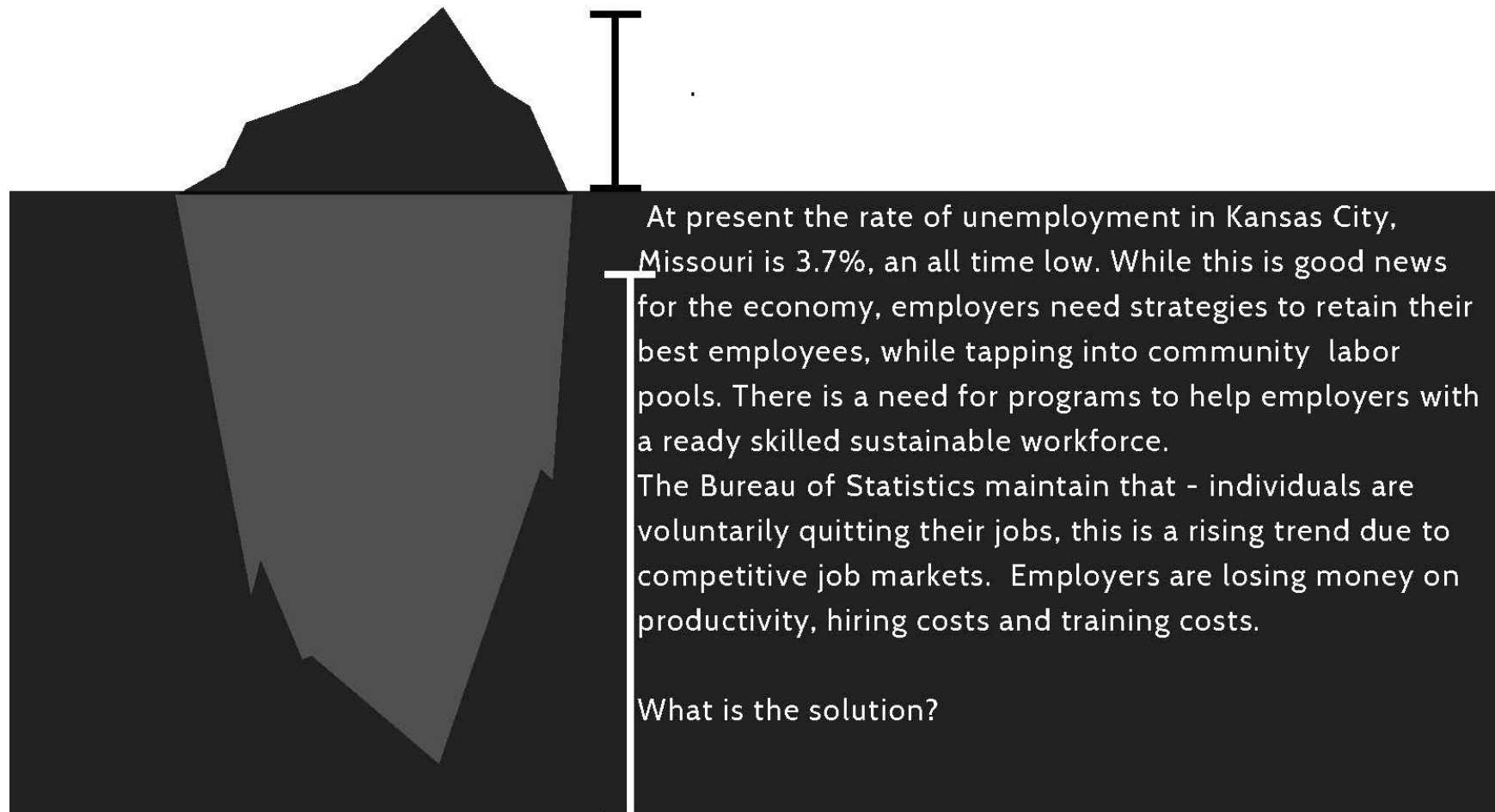
**Strategic Workforce Development,
Inc, Construction Partners & Allied
Trade Workforce Training Program**

Overall Jobs Rate

AGCC Construction &
CEBDR data 2019



Workforce Labor Market



Think Out of the Box

It is time to think out of the box and look at the logistics of human interactions on the macro and micro level at the work front and personal goals. Employers need to address their workforce needs aka people they employ, different training programs and a focus on **in-depth** soft skills.

Strategic Workforce Development, Inc offers a workforce program **Build It KC** and which has been jointly created, taking into consideration the requirements of contractors, developers and the Trade Unions in the city. Our 3 week workforce programs attend to soft skills and hard skills, pertinent for retention, under-employed and overlooked labor market. SWD's goal is to place the candidates that need training in a Trade Union of their choice.

SWD has successfully completed their first pilot cohort **Job to Career Track** program, with a 75% success in retention, and employment services. A simple, yet in-depth three-week class program of Social Survival Skills seminars, Hard Skill Certifications and On the Job Training was the secret sauce. Spending 90 -120 hrs with each candidate allowed coaches to assess, skill-up and understand the emotional quotient of would-be employees. From Jan 2019 - Jan 2020, 218 have been successfully employed across various employment sectors.

This Build It KC presentation is for Construction Industries only

SWD offers OSHA 30, Aerial Lift, Fork Lift and Maintenance Training

Job Training Module

SWD: Social Survival Skills

Seminar 19-02

WEEK: 1	Monday, <u>SWD Day 1</u>	Tuesday, SWD <u>Day 2</u> <i>Attitude</i>	Wednesday, SWD <u>Day 3</u> <i>Communication</i>	Thursday, SWD <u>Day 4</u> <i>Errors in Thinking</i>	Friday, SWD <u>Day 5</u> <i>Anger: The Enemy</i>
10:00 AM To 11:00 PM	<input type="checkbox"/> Student Walk-ins	<input type="checkbox"/> In-processing	<input type="checkbox"/> Career coaching <input type="checkbox"/> Student walk-ins	<input type="checkbox"/> Career coaching	<input type="checkbox"/> Career coaching
11:00 PM To 4:00 PM	<input type="checkbox"/> Classroom Preparation <input type="checkbox"/> Prepare student packets	<u>Introduction/Orientation</u> <input type="checkbox"/> Education vs. re-education <u>8-Positive Attitudes for the Workplace</u> <u>Developing personal branding statement</u> <u>Check on learning</u>	<u>Communication Skills:</u> <input type="checkbox"/> Casual v. Personal <input type="checkbox"/> 4 Types of communication <input type="checkbox"/> 3 Elements of communication <input type="checkbox"/> Listening 101 <u>Lunch: Employer Presentation</u> <u>Job Interviewing</u> <u>Professional Headshots</u> <u>Check on learning</u>	<u>Errors in Thinking:</u> <input type="checkbox"/> 10 Thinking Errors <input type="checkbox"/> 8 Bad Habits of Thinking <input type="checkbox"/> Logical fallacies <u>Lunch: Employer Presentation</u> <u>Resumes 101</u> <input type="checkbox"/> Student Resume Building <u>Check on learning</u>	<u>Coping with Anger:</u> <input type="checkbox"/> The ABC's: understanding lifestyle choices <input type="checkbox"/> 5 Anger control strategies <input type="checkbox"/> Rational self-assessment <input type="checkbox"/> 3 x Cs of Communication <u>Lunch: Employer Presentation</u> <u>Attiring and Accessorizing</u> <u>Check on learning</u>
Take Home Work		SWD Journal P. 9	SWD Journal P. 10	SWD Journal P. 11	SWD Journal P. 12

Job Training Module

SWD: OSHA 30 Training Seminar

WEEK: 2

	<u>Monday</u>	<u>Tuesday</u>	<u>Wednesday</u>	<u>Thursday</u>	<u>Friday</u>
8:00 AM To 4:30 PM	<input type="checkbox"/> Classroom Preparation <input type="checkbox"/> Prepare student packets <input type="checkbox"/> Update Transcripts	OSHA 30 Training Day #1 Introduction to OSHA Managing Safety & Health Injury & Illness Prevention Programs Job site inspections Accident prevention programs Management commitment & employee involvement Worksite analysis Hazard prevention & control Accident investigations How to conduct safety meetings Supervisory communication. Walking and Working Surfaces/Fall Protection Exit Routes, Emergency Action Plans, Fire Prevention Plans, and Fire Protection	OSHA 30 Training Day #2 Administrative Start Electrical Safety Personal Protective Equipment (PPE) Materials Handling Hazard Communication	OSHA 30 Training Day #3 OSHA 30 Electives: At least 30 minutes on five of these topics below: <input type="checkbox"/> Hazardous Materials <input type="checkbox"/> Permit-Required Confined Spaces. <input type="checkbox"/> Lockout / Tagout. <input type="checkbox"/> Machine Guarding. <input type="checkbox"/> Welding, Cutting, & Brazing. <input type="checkbox"/> Intro to Industrial Hygiene. <input type="checkbox"/> Bloodborne Pathogens. <input type="checkbox"/> Ergonomics. <input type="checkbox"/> Fall Protection. <input type="checkbox"/> Safety & Health Programs. <input type="checkbox"/> Powered Industrial Vehicles.	OSHA 30 Training Day #4 OSHA 30 Electives: At least 30 minutes on five of these topics below: <input type="checkbox"/> Hazardous Materials <input type="checkbox"/> Permit-Required Confined Spaces. <input type="checkbox"/> Lockout / Tagout. <input type="checkbox"/> Machine Guarding. <input type="checkbox"/> Welding, Cutting, & Brazing. <input type="checkbox"/> Intro to Industrial Hygiene. <input type="checkbox"/> Bloodborne Pathogens. <input type="checkbox"/> Ergonomics. <input type="checkbox"/> Fall Protection. <input type="checkbox"/> Safety & Health Programs. <input type="checkbox"/> Powered Industrial Vehicles.
Take Home Work		OSHA 30 Homework SWD Journal P. 13	OSHA 30 Homework SWD Journal P. 14	OSHA 30 Homework SWD Journal P. 15	OSHA 30 Homework SWD Journal P. 16

Job Training Module

SWD: Construction Fitness Week

Seminar

WEEK: 3

	<u>Monday</u>	<u>Tuesday, SWD</u>	<u>Wednesday, SWD</u>	<u>Thursday, SWD</u>	<u>Friday, SWD</u>
8:30 PM To 9:45 PM		<input type="checkbox"/> Job Leads <input type="checkbox"/> Resumes	<input type="checkbox"/> Job Leads <input type="checkbox"/> Resumes	<input type="checkbox"/> Job Leads <input type="checkbox"/> Resumes	<input type="checkbox"/> Job Leads <input type="checkbox"/> Resumes
10:00 AM To 3:00 PM	10:00 – 12:00 <input type="checkbox"/> Student Walk-ins <input type="checkbox"/> Record management	Construction Training <input type="checkbox"/> Walk-in Guest Speaker	Construction Training <input type="checkbox"/> Walk-in Guest Speaker	Construction Training <input type="checkbox"/> Walk-in Guest Speaker	Construction Training <u>Final Azimuth Check</u> <input type="checkbox"/> Guest Speaker <input type="checkbox"/> Construction Fitness Exam <input type="checkbox"/> Student Exit Survey
Take Home Work				SWD Journal P. 7: Student Exit Survey	

—| **Ideal Customer Profile**

Elaborate on your ideal customer profile.

Description #1 - Has valid Driving License and Transportation

Description #2 - GED or equivalent

Description #3 - Physically Fit

Description # 4 - Dependable & Adaptable



Conclusions & Takeaways



Conclusion 1

The Kansas Department of Labor expects the number of Construction Occupations will increase by 8.7% from 2016 to 2026 in the Kansas City Region. Over this time period, projections show 23,207 total job openings in Construction and Extraction Occupations.



Conclusion 2

With a 3.7% unemployment rate in Kansas City, employers must look at strategies that can be implemented to tap into nontraditional labor pools to create a skilled workforce to fill the gap. Strategies that look at upskilling opportunities through workforce programs not only helps increase their earning potential but fills critical labor gaps for employers



Conclusion 3

SWD will find skilled and other candidates who have an interest in construction industries. We understand the challenges of the employers and issue of retention. Our three-week training will identify the candidates who will most fit your hiring needs. We will align our class schedule up with the procurement schedule of the projects of Contractors & Developers.

Thank You

Thank you for your attention.
Any questions?





Central City Economic Development Sales Tax District

Proposal for Economic Development — City of Kansas City, Missouri

July 10, 2020

CONFIDENTIAL



Agenda

About Us: Legacy Asset Group, LLC	3
Executive Summary: Our Proposed Project	4
Project Timeline	6
Site Planning Summary	8
Project Financials	9
Community Sponsorship	12
Lasting Impact of Our Project	13
Project Team	14
Appendix	17
Legacy's Residential Advancement Ecosystem	
Affordable Housing Case Studies	
Pathway-to-Home Ownership Model	
The Legacy Center	



About Us: Legacy Asset Group, LLC

Our mission is to revitalize and develop properties in the urban core, and to provide quality diverse housing options, and a pathway to home ownership for those who desire it.



Who We Are

- Legacy Asset Group, LLC (“Legacy”) is a minority-owned Kansas City based real estate entity focused on making quality housing accessible to a local population.
- The firm’s values can be traced to our founders’ decades-long educational, economic, and social history in Kansas City gives it a vested interest in realizing a thriving community.



What We Believe

- Affordable housing and quality standards of living are not mutually exclusive in Kansas City.
- Real estate ownership is central to attaining and bestowing generational wealth for individuals and families.
- Each renovation and development project should be delivered with the highest standards and integrity with a focus on the experience for future residents.



How We Deliver

- Find single and multi-unit properties with opportunity for renovation, or land with development potential.
- Cultivate partnerships with local Kansas City organizations to provide resources that will create a legacy of homeowners and entrepreneurs.
- Offer learning opportunities to inspire generational wealth and create upward mobility for Kansas City residents.



Our firm currently has a 100% completion and occupancy rate for the residential rehabilitation projects we have overseen. We also maintain an extensive backlog of tenants ready to inhabit units shortly after we complete our properties’ rehabilitation.

Executive Summary: Legacy's ScaleKC Project

Our understanding of the RFP's "Evaluation Criteria" is that the Board intends to give CCED funding priority to proposers with affordable residential development projects, among other types of projects. We believe that The ScaleKC Project we are proposing aligns with the Board's preferences, and offers an opportunity for CCED tax district residents to find superior housing options in the area and perhaps even reverse the trend of decreasing population in the District over the past 4 decades.

The Scale KC Project

Our proposed Scale KC project consists of the redevelopment of 3 individual multi-unit residential buildings within the CCED District.



2613 Benton Blvd.

- A **two-story multi-family building** in the **Washington-Wheatley neighborhood** built in 1925 on a lot of approximately 5,543 sq. ft., 2,808 sq. ft. of which is living space.
- Built to have **4 units, each with 2 bedrooms, 1 bathroom.**
- The building has fallen to a dilapidated state, leading the City to list it on the **Dangerous Buildings List** and mark it for demolition before Legacy acquired it in 2019.
- Current conditions make the **building uninhabitable**, including mold, chipping, wild growth, and floors that are sunken between the building's second and third levels.

Redevelop existing property from a 4-unit building into a 6-unit apartment building with half units leased at affordable rates and half at market rates





3308 Prospect Ave. & 3328 Prospect Ave.

- **Two single-family homes** in the **Key Coalition neighborhood** that **share a block on 33rd and Prospect**: 3308 Prospect was built in 1905 on a lot of approx. 6,505 sq. ft., with approximately 2,768 sq. ft. of living space. 3328 Prospect was built in 1908 on a lot of approximately 4,554 sq. ft., with approx. 1,757 sq. ft. of living space.
- Legacy judged both properties to be too large to accommodate a single family in the area and plan to **convert them into duplexes.**
- Both buildings are unoccupied and have had **multiple turnovers in ownership**, making them uninhabitable in their current state due to stripping of parts, chipping, and lack of proper walling.

Rehabilitate both properties to accommodate 4 units, with 2 units leased at affordable rates and 2 leased at market rates

Executive Summary: Legacy's ScaleKC Project (Cont.)

As each construction effort requires designated outcomes, we have highlighted the various ways we intend on improving on the current foundation of the 3 properties in the ScaleKC Project. The primary outcome we seek is to increase diverse housing options in the CCED District.

2613 Benton Blvd.	Current State	Future State Outcome
	Units: 0 (originally built for 4 units)	Units: 6
	Bedrooms: 2 per unit	Bedrooms: 2 per unit
	Bathrooms: 1 per unit	Bathrooms: 2 bathrooms per unit
3308 Prospect Ave. 3328 Prospect Ave.		
	Units per property: 0	Units per property: 2
	Bedrooms: <ul style="list-style-type: none">3308 Prospect: 6 bedrooms3328 Prospect: 5 bedrooms	Bedrooms: <ul style="list-style-type: none">Each property will provide: 1 unit with 2 bedrooms 1 unit with 4 bedrooms
	Bathrooms: <ul style="list-style-type: none">3308 Prospect: 3 bathrooms3328 Prospect: 1 bathroom	Bathrooms: <ul style="list-style-type: none">Each property will provide: 1 unit with 1.5 bathrooms 1 unit with 2 bathrooms

Funding Request

Legacy is requesting grant funding from the CCED Board to fund the project costs for our ScaleKC proposal.

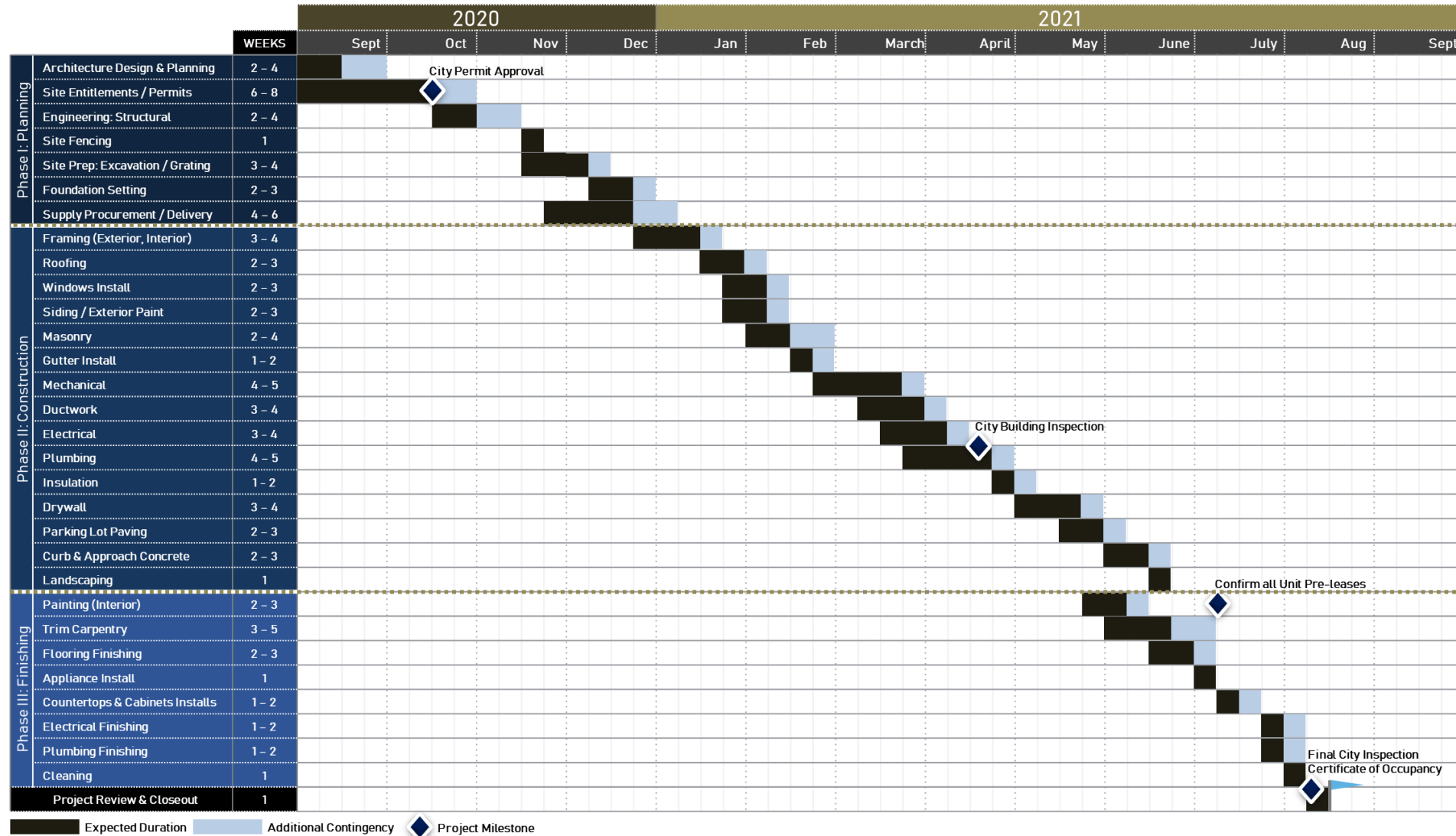
Property	Estimated Project Costs	Requested CCED Funding	Additional Funding Sources
2613 Benton Blvd.	\$883,577	\$565,489	Gateway Inc. CDFI: initial commitment of \$180,000 in 2019 revised to \$275,000
3308 Prospect Ave. 3328 Prospect Ave.	\$557,447	\$362,341	Funding request from LISC Greater KC for \$170,000 currently under review
Total	\$1,441,024	\$927,830	

The Value Our Project Brings

- **Energy Efficiency:**
 - New windows and insulation as a result of new codes and requirements
 - HVAC system with higher Season Energy Efficiency Ratio (SEER) based on current standards
- **Finishes:**
 - Quality appliances with modernized standards
 - Hard and durable surfaces
 - Digital key entry for greater tenant safety
 - Outdoor security monitoring
- **Overall Impact:**
 - Additional 10 units would be an increase over the uninhabitable buildings, half of which would be leased at affordable rates.
 - Redevelopment of blighted properties in 2 promising neighborhoods.
 - Quality and modern amenities in each unit that will extend life of property and increase tenant satisfaction.
 - Housing options for residents to prepare for transition to homeownership as part of Legacy's "Pathway-to-Promise" program.

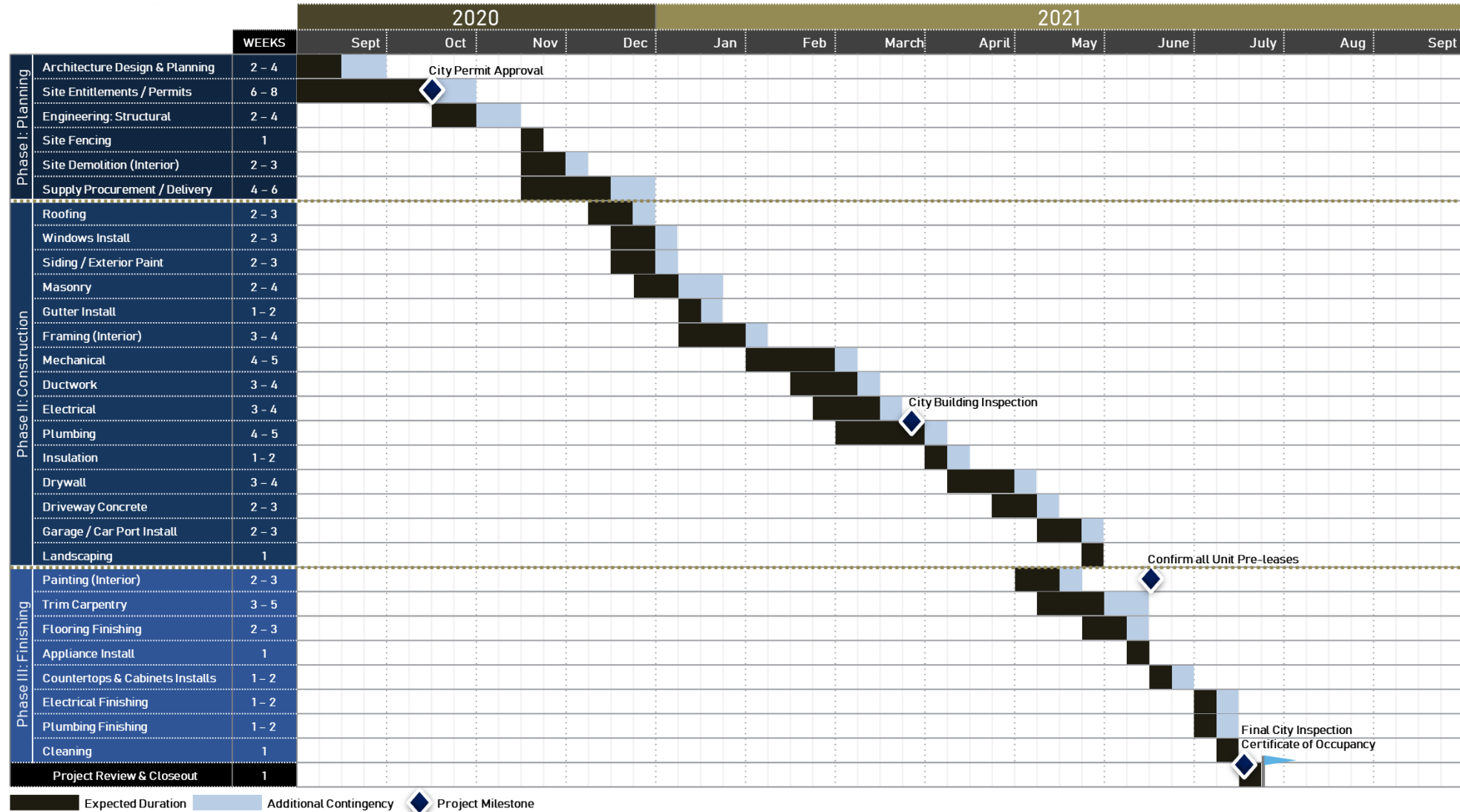
Project Timeline: 2613 Benton Blvd.

This project timeline below illustrates the working milestones for the Benton apartment redevelopment. This 11-month development schedule is organized in 3 phases with each dedicated to a focus area of the project: (1) Planning, (2) Construction, and (3) Finishing.



Project Timeline: 3308 & 3328 Prospect Ave.

This project timeline below illustrates the working milestones for the conversion of the 2 duplex properties. This 10-month remodeling schedule is organized in 3 phases with each dedicated to a focus area of the project: (1) Planning, (2) Construction, and (3) Finishing.



Site Planning Summary

The redevelopment of each of the 3 ScaleKC Project buildings is underway with the acquisition of the properties, and detailed drawings and renderings produced ahead of the construction work anticipated to begin based on our proposed timeline.



Development Phase Summary	Rezoning Summary
<ul style="list-style-type: none"> ▪ Site Acquisition – Completed building acquisition from Kansas City Land Bank and obtained deed in May 2019. ▪ Conceptual Plans – Engaged architecture firm Veritas Architecture + Design to develop floorplans and renderings for Phase 1 of the new build. ▪ Entitlements – Met with the City in early May to begin the process of rezoning the building from R-1.5 to R-0.75 and allow for construction of a 6-unit building. 	<p>Our project architect met with the City's Planning and Zoning Committee on May 6, 2020 and was advised that demolishing more than 50% of the existing building would render the CLNU void. Given Our intention to build a 6-unit building in its place, we considered the City's suggestion and resolved to have the property rezoned from R-1.5 to R-0.75 given 2613 Benton's intention to provide multiple units for affordable housing. The biggest consideration with rezoning is that R-1.5 limits the building height to 45 feet, while R-0.75 allows for a 60-foot-high building. That influenced our decision to pursue the R-0.75 rezoning for the additional units, but we will adhere to the 45-foot-high limit of R-1.5. We continue to work with the City on a date for the hearing.</p>
<ul style="list-style-type: none"> ▪ Site Acquisition – Working with Key Coalition and Legal Aid to obtain ownership of both properties after abating properties' nuisance conditions. Legacy anticipates that it will attain ownership of the properties early in the 3rd quarter of 2020, but external rehabilitation work will begin on each property ahead of time in order to demonstrate commitment to the project and obtain the properties' titles. ▪ Conceptual Plans – Engaged architectural engineering arm of CoBuild to develop drawings and renderings of the converted properties. ▪ Entitlements – Confirmed that each building is within current zoning guidelines to operate as duplexes. 	<p>Zoning for both Prospect properties are R-1.5 and conform to the City's current land use and zoning parameters.</p> <p>The properties' conversion from a single-family home to two-unit buildings is permitted and will not require rezoning approval.</p>

Project Financials: Budgets

A summary budget for the redevelopment project at each site is estimated, along with major expense categories and breakdown in cost types:

2613 Benton Blvd.

	Est. Cost	% of Budget	Per Livable Sq. Ft.	Per Total Sq. Ft.
Soft Cost Summary				
Soft Cost Total	\$ 229,620	26.0%	\$65.61	\$41.43
Hard Cost Summary				
Hard Cost Total	\$ 653,957	74.0%	\$186.84	\$117.98
Total	\$ 883,577	100.0%	\$252.45	\$159.40

	Est. Cost	% of Budget	Per L Sq. Ft.
A. Acquisition <i>Obtaining the property</i>			
Acquisition Total	\$ 3,250	0.4%	\$0.93
B. Professional Services <i>Services for external professional work</i>			
Professional Fees Subtotal	\$ 187,500	21.2%	\$53.57
Professional Fees Contingency - Risk Reserve	\$ 28,125	3.2%	\$8.04
Professional Fees Total	\$ 215,625	24.4%	\$61.61
C. Project Administration <i>Processes to administer and keep project on track</i>			
Project Admin Subtotal	\$ 6,300	0.7%	\$1.80
Project Admin Contingency - Risk Reserve	\$ 945	0.1%	\$0.27
Project Admin Total	\$ 7,245	0.8%	\$2.07
D. Construction <i>Materials and labor for property development</i>			
Construction Subtotal	\$ 565,852	64.0%	\$161.67
Construction Contingency - Risk Reserve	\$ 84,878	9.6%	\$24.25
Construction Total	\$ 650,730	73.6%	\$185.92
E. Operations Support <i>Materials to support day-to-day project operations</i>			
Project Admin Subtotal	\$ 5,850	0.7%	\$1.67
Project Admin Contingency - Risk Reserve	\$ 878	0.1%	\$0.25
Project Admin Total	\$ 6,728	0.8%	\$1.92
Total Subtotal Cost	\$ 768,752	87.0%	\$219.64
Total Contingency - Risk Reserve	\$ 114,825	13.0%	\$32.81
Project Total	\$ 883,577	100.0%	\$252.45

3328 Prospect Ave. & 3328 Prospect Ave.

	Est. Cost	% of Budget	Per Livable Sq. Ft.	Per Total Sq. Ft.
Soft Cost Summary				
Soft Cost Total	\$ 150,593	27.0%	\$33.28	\$13.62
Hard Cost Summary				
Hard Cost Total	\$ 406,855	73.0%	\$89.91	\$36.79
Total	\$ 557,447	100.0%	\$123.19	\$50.41

	Est. Cost	% of Budget	Per L Sq. Ft.
A. Acquisition <i>Obtaining the property</i>			
Acquisition Total	\$ 4,550	0.8%	\$1.01
B. Professional Services <i>Services for external professional work</i>			
Professional Fees Subtotal	\$ 120,700	21.6%	\$21.98
Professional Fees Contingency - Risk Reserve	\$ 18,105	3.2%	\$4.00
Professional Fees Total	\$ 138,805	24.9%	\$30.68
C. Project Administration <i>Processes to administer and keep project on track</i>			
Project Admin Subtotal	\$ 5,250	0.9%	\$1.16
Project Admin Contingency - Risk Reserve	\$ 788	0.1%	\$0.17
Project Admin Total	\$ 6,038	1.1%	\$1.33
D. Construction <i>Materials and labor for property development</i>			
Construction Subtotal	\$ 349,730	62.7%	\$77.29
Construction Contingency - Risk Reserve	\$ 52,460	9.4%	\$11.59
Construction Total	\$ 402,190	72.1%	\$88.88
E. Operations Support <i>Materials to support day-to-day project operations</i>			
Project Admin Subtotal	\$ 5,100	0.9%	\$1.13
Project Admin Contingency - Risk Reserve	\$ 765	0.1%	\$0.17
Project Admin Total	\$ 5,865	1.1%	\$1.30
Total Subtotal Cost	\$ 485,330	87.1%	\$107.26
Total Contingency - Risk Reserve	\$ 72,117	12.9%	\$15.94
Project Total	\$ 557,447	100.0%	\$123.19

Total Project Budget: \$1,441,024

Project Financials: Proforma – 2613 Benton Blvd.

The basis for this property's proforma assumes a loan of \$275,000 from Gateway Inc. to supplement Legacy's cash funding and financing provided by the City of Kansas City's CCED Sales Tax grant. Select assumptions and a summary 10-year proforma appear below:

Financing Loan	Details
Debt Name:	Gateway CDFI, Inc. Construction Loan
Loan Amount:	\$275,000
Int. Rate:	7.75%
Term:	20 Years
Amortization:	20 Years
Loan Cost:	2.00%
Interest Only Months:	12

Type	Unit Count	Sq. Ft.	Total Sq. Ft.	Average Rent	Rent PSF	Monthly Rent
2 Bedrooms / 2 Bathrooms: Affordable	3	750	2,250	\$780	\$1.04	\$2,340
2 Bedrooms / 2 Bathrooms: Market	3	750	2,250	\$900	\$1.20	\$2,700
Total/Avg:	6	750	4,500	\$840	\$1.12	\$5,040
Income Assumptions (Year 1)		Annual Sum				
Rental Income (6 Units)		\$60,480				
Other Income		\$720				
▪ Late Fee Revenue						
▪ Other Resident Revenue						

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
INCOME										
Gross Potential Income	\$60,480	\$61,659	\$63,509	\$65,414	\$67,376	\$69,397	\$71,479	\$73,624	\$75,832	\$78,107
Effective Rental Income	58,666	58,545	59,666	61,456	63,300	65,199	67,155	69,170	71,245	73,382
Other Income	720	742	764	787	810	835	860	886	912	939
GROSS INCOME	59,386	59,287	60,430	62,243	64,110	66,034	68,015	70,055	72,157	74,321
YOY Growth (%)		-0.2%	1.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
EXPENSES										
Variable Expenses	11,286	11,625	11,973	12,333	12,702	13,084	13,476	13,880	14,297	14,726
Total Fixed Expenses	12,401	12,759	13,142	13,536	13,942	14,361	14,791	15,235	15,692	16,163
TOTAL EXPENSES	23,687	24,384	25,115	25,869	26,645	27,444	28,268	29,116	29,989	30,889
% of Gross Income	39.9%	41.1%	41.6%	41.6%	41.6%	41.6%	41.6%	41.6%	41.6%	41.6%
NET OPERATING INCOME	35,699	34,903	35,315	36,374	37,465	38,589	39,747	40,940	42,168	43,433
CAPITAL EXPENDITURES										
Capital Expenditures [Capital Reserves]	3,024	3,115	3,208	3,304	3,404	3,506	3,611	3,719	3,831	3,946
CASH FLOW FROM OPERATIONS	32,675	31,788	32,107	33,070	34,062	35,084	36,136	37,220	38,337	39,487
DEBT FINANCING										
Debt Service	21,313	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091	27,091
CASH FLOW AFTER DEBT FINANCING	11,362	4,697	5,015	5,979	6,971	7,992	9,045	10,129	11,246	12,396
Debt Service Coverage Ratio	1.21	1.17	1.19	1.22	1.26	1.30	1.33	1.37	1.42	1.46

Project Financials: Proforma – 3308 & 3328 Prospect Ave.

The basis for the Prospect properties' proforma assumes a loan of \$168,000 from LISC Greater KC to supplement Legacy's cash funding and financing provided by the City of Kansas City's CCED Sales Tax grant. Select assumptions and a summary 10-year proforma appear below:

Financing Loan	Details
Debt Name:	LISC Greater KC Construction Loan
Loan Amount:	\$168,000
Int. Rate:	8%
Term:	20 Years
Amortization:	20 Years
Loan Cost:	2.00%
Interest Only Months:	12

Type	Unit Count	Sq. Ft.	Total Sq. Ft.	Average Rent	Avg. Rent PSF	Monthly Rent
2 Bedrooms / 1.5 Bathrooms: Affordable	1	1,000	1,000	\$750	\$0.75	\$750
4 Bedrooms / 2 Bathrooms: Market	1	1,768	1,768	\$1,400	\$0.79	\$1,400
2 Bedrooms / 1.5 Bathrooms: Market	1	700	700	\$900	\$1.29	\$900
4 Bedrooms / 2 Bathrooms: Affordable	1	1,057	1,057	\$1,150	\$1.09	\$1,150
Total/Avg:	4	4,525	4,525	\$1,050	\$0.93	\$4,200

Income Assumptions (Year 1)	Annual Sum
Rental Income (6 Units)	\$50,400
Other Income	\$480
▪ Late Fee Revenue	
▪ Other Resident Revenue	

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
INCOME										
Effective Rental Income										
Gross Potential Income	\$50,400	\$51,408	\$52,950	\$54,539	\$56,175	\$57,860	\$59,596	\$61,384	\$63,225	\$65,122
Effective Rental Income	48,888	48,812	49,747	51,239	52,776	54,360	55,990	57,670	59,400	61,182
Other Income	480	494	509	525	540	556	573	590	608	626
GROSS INCOME	49,368	49,306	50,256	51,764	53,317	54,916	56,564	58,260	60,008	61,809
YOY Growth (%)		-0.1%	1.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
EXPENSES										
Variable Expenses	8,080	8,322	8,572	8,829	9,094	9,367	9,648	9,937	10,236	10,543
Total Fixed Expenses	15,729	16,204	16,690	17,191	17,707	18,238	18,785	19,348	19,929	20,527
TOTAL EXPENSES	23,809	24,526	25,262	26,020	26,801	27,605	28,433	29,286	30,164	31,069
% of Gross Income	48.2%	49.7%	50.3%	50.3%	50.3%	50.3%	50.3%	50.3%	50.3%	50.3%
NET OPERATING INCOME	25,559	24,780	24,994	25,744	26,516	27,311	28,131	28,975	29,844	30,739
CAPITAL EXPENDITURES										
Capital Expenditures [Capital Reserves]	3,360	3,461	3,565	3,672	3,782	3,895	4,012	4,132	4,256	4,384
CASH FLOW FROM OPERATIONS	22,199	21,319	21,429	22,072	22,734	23,416	24,119	24,842	25,587	26,355
DEBT FINANCING										
Debt Service	13,440	16,863	16,863	16,863	16,863	16,863	16,863	16,863	16,863	16,863
CASH FLOW AFTER DEBT FINANCING	8,759	4,456	4,566	5,209	5,872	6,554	7,256	7,980	8,725	9,492
Debt Service Coverage Ratio	1.32	1.26	1.27	1.31	1.35	1.39	1.43	1.47	1.52	1.56

Community Sponsorship

To demonstrate support for the ScaleKC Project, we have obtained letters from key community stakeholders with whom we have established relationships, and who champion our firm, team members, and proposed project and its benefits in the CCED District.



May 14, 2020

Central City Economic Development Board
City of Kansas City, MO
414 East 12th Street, 4th Floor
Kansas City, MO 64106

Dear CCED Board:

I am writing on behalf of my client, Key Coalition, Incorporated ("Key Coalition") to express our support for the ScaleKC project that Legacy Asset Group, LLC ("Legacy") is pursuing as part of the Round 3 Central City Economic Development Sales Tax District Request for Proposals. Through this project, Legacy proposes to rehabilitate the properties located at 3308 and 3328 Prospect Avenue for the purpose of creating quality and affordable rental units.

Legacy intends to utilize these funds to rehabilitate two large and severely distressed homes within the Key Coalition neighborhood. To address these nuisance conditions, Key Coalition filed a lawsuit pursuant to the Missouri Abandoned Housing act in order to rehabilitate and ultimately gain title to the properties. Due to the size and level of deterioration, these properties have proven to be especially difficult, and a party carrying out the rehabilitation would need access to more funds than are usually required for single-family home repairs. Given their visibility on Prospect Avenue and proximity to the new Sun Fresh and Linwood Shopping Center, Key Coalition is especially interested in seeing these properties rehabilitated.

Key Coalition currently has temporary possession and intends to contract with Legacy to carry out the repairs. Once nuisance conditions have been abated, Key Coalition will request a Court Administrator's Deed from the court and convey the properties to Legacy in consideration for the repairs completed. Because these repairs are completed under a court order for temporary possession rather than having title to the property, funding these larger projects can be especially difficult.

I am confident that Legacy will be able to complete these renovations and ultimately obtain title to the properties. Despite unique challenges posed by rehabilitation through the Abandoned Housing Act, Legacy has successfully completed several homes through this process throughout Kansas City, Missouri. With access to additional funding through the CCED, I have no doubts that Legacy will be able to carry out the repairs on these properties as well.

Sincerely,

Abigail Judah
Attorney, Adopt-A-Neighborhood Project
Legal Aid of Western Missouri

616 E. 63rd Street, Suite 200, Kansas City, MO 64110 | Tel: 816-474-9868 Fax: 816-474-7575



Abigail Judah
Attorney, Legal Aid of Western Missouri



May 12th, 2020

Alicia Horton
4012 Troost Ave
Kansas City, MO 64110

To Whom It May Concern:

It is my pleasure to write this letter in support of Terrell Jolly of (Legacy Asset Group).

Community LINC is a 501(c) (3) not-for-profit organization that aims to end family homelessness for this generation and the next. Over the past 30 years, Community LINC has served 4,246 families with 14,000 individuals, including 9,300 children with shelter or programming. The Board of Directors, staff, volunteers, and Community Partners all work to change the lives of homeless families in Kansas City.

Community LINC began in 1986 when a group of citizens from three local churches began meeting to discuss ways to break the cycle of poverty and homelessness. In 1988, LINC was granted a 501(c) (3) status. In 1991, Community LINC purchased a 36 unit campus that houses the Interim Program located at 4012 Troost Kansas City, MO.

In the past five years, we have expanded programming to include a Family Reunification Program known as One Roof, as well as a Scattered Sites Program. In 2018 Community LINC served a total of 99 families. That breaks down to 144 adults and 304 children who were given the opportunity to be housed through Community-based programs.

We could not do this work without the support of our dedicated landlords. Terrell Jolly of (Legacy Asset Group) is one of our core groups of landlords that played a huge roll in our success. Legacy Asset Group has had renters from our Immediate Housing Program and the Scattered Sites Program. It is because of his dedication we are able to expand our services.

Alicia Horton

Community Housing Coordinator
Community LINC

Alicia Horton
Community LINC



Alissia Canady, Esq.
406 W 34th Street Suite 500
Kansas City, Mo. 64111

Central City Economic Development Board
Kansas City, MO
414 East 12th Street, 4th Floor
Kansas City, MO 64106

May 25, 2020

Re: ScaleKC

Dear CCED Board,

As a Kansas City native and resident, I have witnessed the evolution to what it is today. While Kansas Citians have much to feel proud about, from our recent rising national profile to business, talent, and developmental growth locally, there is still much to do for all citizens to experience the same standard of living and realize the same opportunities that have already befallen other areas and municipalities in the metro area.

I believe all Kansas Citians should be able to share in this promise and have committed over a decade to fighting for working families, and to providing opportunities for economic development in the City. I have the privilege of knowing two colleagues who share my enthusiasm for providing these same opportunities to our citizens: Terrell Jolly and Doug Ngomsi. Through the company they founded, Legacy Asset Group, LLC, Terrell and Doug have successfully channeled their passion projects into commercial quests and have taken aim at a problem that has long plagued our community: affordable living. Without affordable housing, too many of our citizens do not have the foothold they need to take that next step and build generational wealth. Legacy's ScaleKC project may be just another rehab and development project on the surface, but behind it is a model more profound that works with families to gradually move them from a transition living situation to one that is more permanent. Their project also brings professionalism, innovation, and compassion to an area of the City that has not had an overabundance of it in recent times.

The honor that I had of representing the Fifth Council as a member of City Council provided e a firsthand look at the economic and societal gaps in our community. However, my experience also exposed the opportunities that exist for citizens who have the belief, drive, and resources to make a difference that directly benefits others. I believe that with the City's support, Legacy's ScaleKC can be a bold step in that direction. While this project may not be the biggest or most complex development our City has ever considered, the philosophy that fuels the project, and the impact that it will have for individual households will make a difference in local neighborhoods. And this is how we will bring the promise of affordable living to all Kansas Citians in the CCED District: one household at a time.

Alissia Canady, Esq.
Former Kansas City Councilwoman
Fifth District

Alissia Canady
Former Kansas City Councilwoman

Lasting Impact of Our Project

Through the ScaleKC Project, Legacy will realize specific and enduring objectives. Below are the key accomplishments and impact that we aim to achieve:

The Value Our Project Brings



Provide a Diverse Housing Solution

We will present a **proven solution to a real-world problem** by creating new and diverse housing options for individuals and families across various income levels who can live in a desirable environment within the CCED District without sacrificing quality or affordability.



Drive Gap Development

We will lead development projects in abandoned and neglected sections of the CCED District and **address the “gap” in quality housing availability** for individuals and families who find themselves priced out of more desirable options in the neighborhoods and communities they currently live.



Stabilize Neighborhoods

We will create communities of the future by **incrementally rebuilding neighborhoods** to include a mix of residents of various means, needs, and backgrounds whose collectiveness can blunt the impact of great macro-economic swings to the overall community.



Foster an Ecosystem for Economic Growth

We will cultivate communities that are not defined by the wealth levels that invite gentrification, or by the poverty levels that create housing projects. Instead, we will help foster a balance from which the CCED District’s current and future **residents may benefit from a gradual and sustained increase in the area’s economic growth** and housing values.



Provide a Springboard to Homeownership

We will establish a pipeline of future homeowners by intentionally providing programs, resources, and tools to individuals and families who live in Legacy’s homes and units **and aspire to attain greater generational wealth** by transitioning to homeownership in the future.



Unite Local Organizations with a Common Mission

We will deliberately **engage Kansas City businesses and nonprofit groups who share Legacy’s passion for diversified housing and economic development** in the urban core, such as Legal Aid, CoBuild, LLC, Gateway Inc., and Community Linc.; organizations that collectively strengthen the CCED District’s economic development prospects.

Project Team

To deliver the ScaleKC Project we are engaging a team of experienced and accomplished professionals across multiple domains who are also leaders in the Kansas City community through service in nonprofit and philanthropic organizations and whose endeavors support the objectives we expect our project to realize.



Terrell "TJ" Jolly
Project Partner – Operations / Management
Legacy Asset Group, LLC



Jesse Hawks
Project Technical Administrator
Integrity Capital Management, LLC



Travis J. Willson, AIA LEED, AP
Project Architect / Designer
Veritas Architecture + Design



Tate Williams
General Contractor
CoBuild, LLC



Dennis Strait
Project Advisor
Gould Evans



Doug Ngomsi
Project Partner – Strategy / Finance
Legacy Asset Group, LLC



Tiffani Kintchen
Project Administrator
Integrity Capital Management, LLC



Rebecca McQuillen, J.D.
Project Attorney
Legal Bridge Community Collaborative



Julie Nelson Meers
Project Advisor
Gould Evans

**Additional experience and background information on each team member can be found in Legacy's Round 3 RFP response proposal*



Questions



Appendix

Legacy's Residential Advancement Ecosystem

Legacy has cultivated partnerships with local organizations in Kansas City that have a wide reach and have a proven capability of providing economic advancement opportunities to local citizens. Legacy's strategic partnership with each entity below allows it to realize its housing objectives:

CHES, Inc.: Credit and Home Ownership Empowerment

- CHES, Inc. is a HUD Approved, 501(c)(3) nonprofit, housing, financial and credit organization. Its entire team is committed to helping individuals achieve financial freedom

Legal Aid of Western Missouri

- Legal Aid provides free civil (non-criminal) legal assistance to people who need it most and can afford it least. With offices in Kansas City, Joplin, St. Joseph, and Warrensburg, it serves a 40-county area where 295,000 people live in poverty
- Its attorneys, paralegals, secretaries and intake staff assists clients with an array of legal services, including housing

Community LINC

- Community LINC is a 501(c)(3) not-for-profit organization that aims to end family homelessness for this generation and the next.
- Has served 4,246 families with 14,000 individuals, including 9,300 children with shelter or programming over the past 30 years

Community Homeowner's Association (HOA)

- HOAs are responsible for maintaining and managing the standards of homeowners in a designated neighborhood or residential area

Preferred Financial Institutions

- Local and regionally based financial institutions that value local investments by homeowners, business owners, and community partners
- Legacy has developed partnerships with select financial institutions with an interest in advancing economic opportunities for homeowners and businessowners
- The growing list includes Community America Credit Union, Holy Rosary Credit Union, Gateway Inc., and the Local Initiative Development Corporation of Kansas City





Incremental Development Alliance

- IDA is a not-for-profit Alliance of practitioners who train small developers, helping citizens strengthen their own neighborhoods and helping city champions build the kind of development their community wants
- Legacy's relationships within the Alliance allows it to maximize its community reach and impact



Affordable Housing Case Studies

Since its founding, Legacy has taken measurable steps to provide affordable housing options for KC families. The sample case studies below highlight select instances when Legacy accommodated residents and the direct impact it had to the longevity of relations between all parties:

	Case 1 (2018)	Case 2 (2019)	Case 3 (2019)
 Background	<i>A family of 3 resided in a 3-bedroom single family home on 62nd street, a developing corridor of the City. Legacy had recently closed on a portfolio of properties, which included this particular home.</i>	<i>The mother in a family of 2 approached Legacy for housing opportunities available considering her family's strict budget guidelines. Legacy provided a 2-bedroom duplex for the family on 35th street.</i>	<i>A family of 5 seeking housing in recently a vacated Legacy single family home of 3 bedroom on 43rd street approached Legacy for an opportunity to occupy the property.</i>
 Legacy Rate Accommodation	<p>Comparable market rates for single family homes in the same neighborhood was analyzed at \$900/month.</p> <p><i>The family and Legacy agreed to a year-long lease at \$575/month, 36% below the market rate.</i></p>	<p>Comparable market rate for the adjacent home being rented was \$775/month.</p> <p><i>The family and Legacy agreed to a year-long lease at \$690/month, 11% below the adjacent unit.</i></p>	<p>Comparable market rate for single family homes in the same neighborhood rented was analyzed at \$875/month.</p> <p><i>The family and Legacy agreed to a year-long lease at \$775/month, 11% below the market rate.</i></p>
 Financial Impact	The rate accommodation led to savings of \$1,950 to-date for the family for the remainder of the year, all of which Legacy forfeited in rent receipts during 2018.	The rate accommodation has led to savings of \$255 to-date, putting the family on-track to save \$1,020 by the end of the 12-month lease.	The rate accommodation has led to savings of \$600 to-date, putting the family on-track to save \$1,200 by the end of the 12-month lease.
 Outcomes	The family renewed the lease for an additional year with a modest rise in the monthly rent (up to \$700). The rate remains 20% below comparable rates in the area.	The family continues to reside in the home and is under consideration as an entrant into Legacy's Pathway-to-Promise program for future homebuyers.	The family continues to reside in the home and the rapport remains positive for all parties.

*Data above is as of Jan 2020

As Legacy grows, the firm will continue to balance its mission to provide diverse housing options in KC with its commercial commitments to partners and financial institutions.

Pathway-to-Home Ownership Model

Legacy's approach to creating affordable housing goes beyond providing a place for residents to live in. Through its *Community Mobility* model for residents, Legacy aims and equip families with the tools, education, and relationships needed to establish a foundation as a homeowner.

Homeownership: An Illustrative Demonstration

The **Browns**, family of three, are aspiring first-time homeowners with aspirations to build generational wealth. They see starting with a home as a first step; an investment that they hope will establish their wealth-building foundation that they may then pass to the next generation.



The Browns' journey is prompted by aspirations of renting a place in the short-term and eventually owning their place in the long-term. The illustration below highlights the milestones in their road to fulfill their dream.

► The Browns' Mobility Journey



The Browns
Family of 3

Explore housing
options and move
into rental unit



Learn financial planning
and home ownership
responsibilities



Secure home financing
and shop for home



Close on mortgage
and move into
home



The Legacy Center

The **Legacy Center**, a 2,000 square foot mixed-use building, will be situated in Kansas City's urban core at 1302 Brush Creek. Beyond serving as a hub for Legacy's small-scale development projects, The Legacy Center will also be the center of operations for Legacy Asset Group.

THE LEGACY CENTER at 1302 Brush Creek Blvd.



The Legacy Center is currently being remodeled with completion expected during the fourth quarter of 2020. Once operational, the Center will offer the Legacy Center, its business incubator, and Kansas City's small-scale development community advantages that will advance their various missions:

- Location in the middle of neighboring communities under renewed development
- Proximity to Midtown and Downtown Kansas City, and other neighborhoods suitable for renewed development
- Nearness to Legacy's strategic real estate partner vendors, contractors, and businesses

LEGACY ASSET GROUP, LLC



Legacy Asset Group, LLC
1302 Brush Creek Blvd.
Kansas City, MO 64110
www.LAGKC.com



Santa Fe Area Council

MARQUITA TAYLOR, PRESIDENT

JULY 10, 2020



Purpose of Santa Fe Area Council

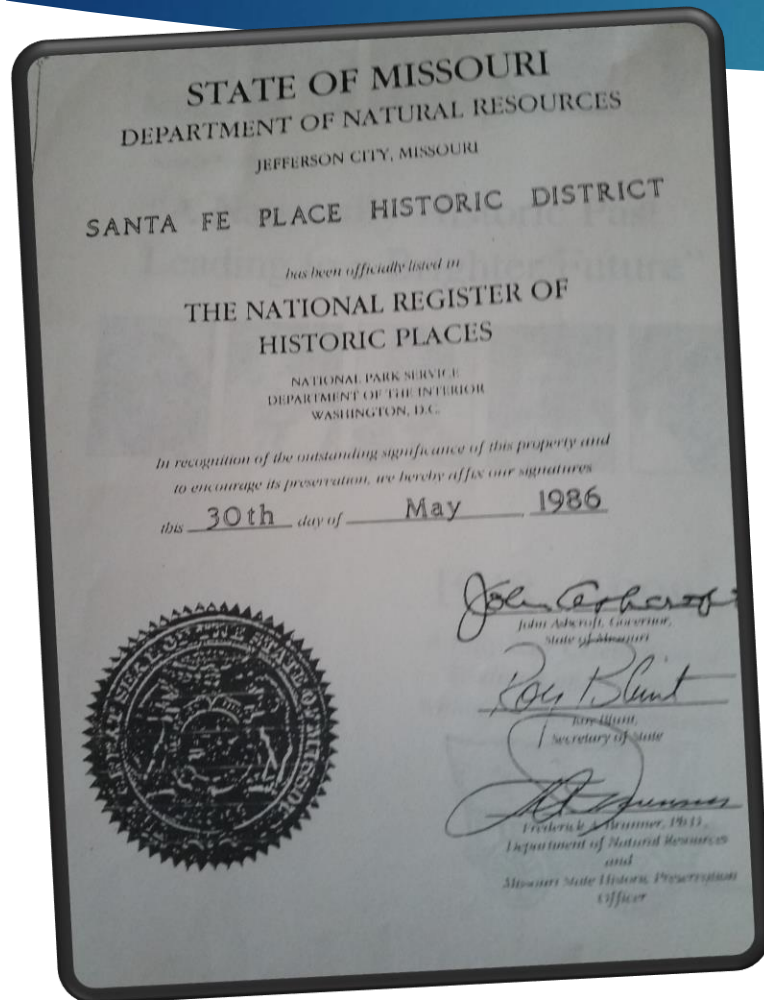
- ▶ To preserve and improve the physical, social, and economic health of this community by residence working together to identify community needs;
- ▶ to plan successful strategies;
- ▶ to resolve problems;
- ▶ through community based initiatives and public/private cooperation and support.



Santa Fe Boundaries and Potential Participant Properties



Let the Pictures Speak...



Opportunity Costs of Not Investing in Santa Fe

Opportunity cost are the loss of potential profit, or in this case, historical perspective when selecting one opportunity over another.

- ▶ The history of Santa Fe is of families involved and interested in living in an active community called home.
- ▶ In 1953, Santa Fe was the first area in Kansas City where African Americans could purchase homes south of 27th Street.
- ▶ Although initially denied the opportunity to purchase homes in the area, in 1986, Santa Fe was recognized on the National Register of Historic Homes, for the grandeur of its homes and the contributions of its African American members to Kansas City, and America at large.

Opportunity Costs of Not Investing in Santa Fe

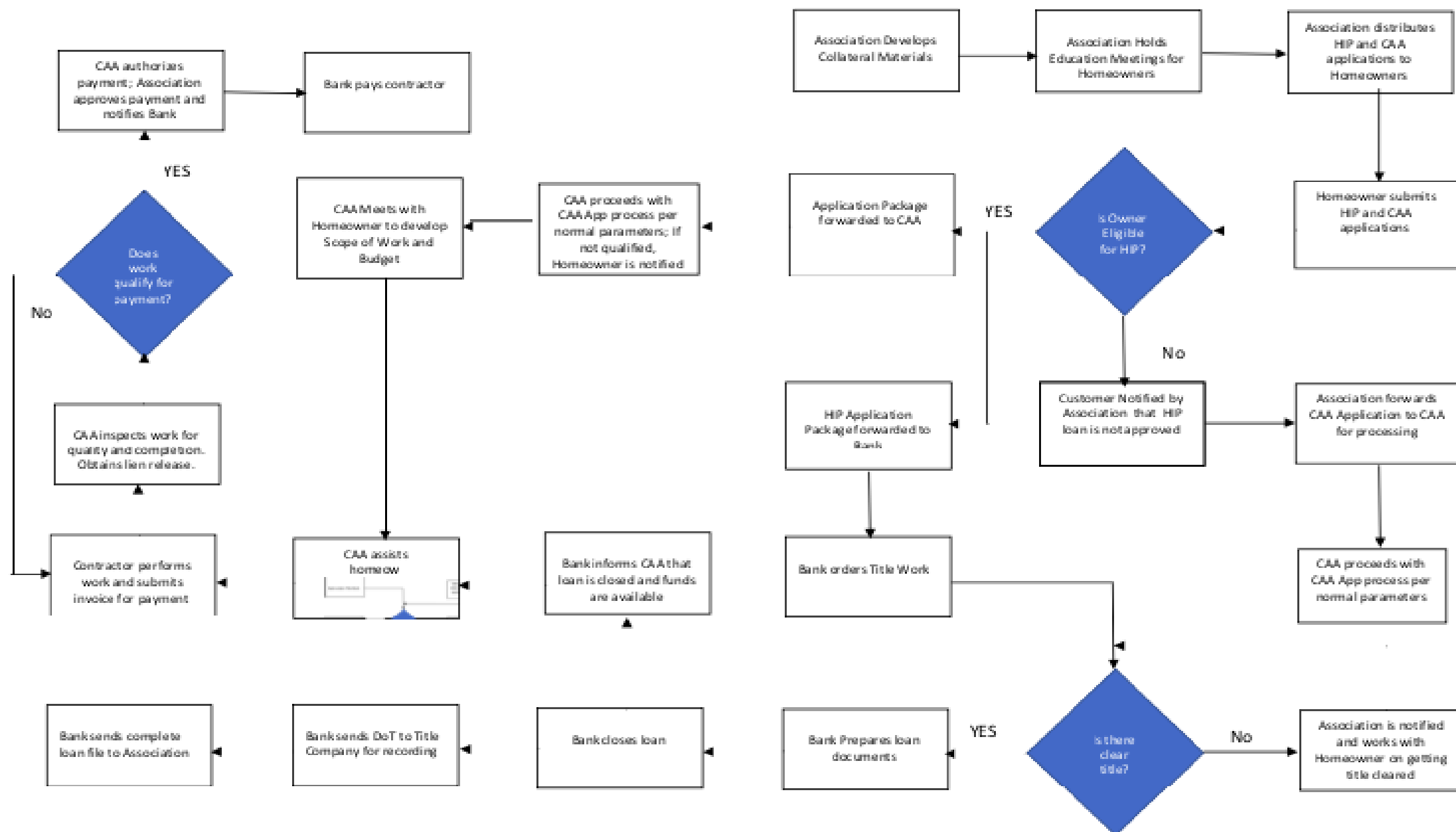
- ▶ The large size homes in the Santa Fe area, often built during the 1800's and 1900's require a substantial amount of upkeep, rehabilitation and updating.
- ▶ The average age of home owners is mid-fifties to sixties.
- ▶ Although residential in nature, the community was considered an investment desert prior to putting in the grocery store on Linwood and Prospect.
- ▶ Santa Fe is the premier anchor neighborhood to ensure economic developments in the surrounding areas prosper, and therefore, it is incumbent that Santa Fe not only survives, it thrives.

Without a Vision, the People Will Perish

Without investing in the people and neighborhoods who are the keepers of the historical importance of Kansas City, we will never be able to accomplish the goal I believe the CCED Fund was created to accomplish.



Santa Fe Neighborhood Home Improvement Program Flow Chart



Budget Estimate

Based upon 50 homes, 83 home repair requests have been submitted by the June 1st.

Average costs for repairs = \$25,000

Maximum Forgivable Loan(s) per home = \$50,000

Total Project Cost \$2,807,500

ITEM	COST	QUANTITY	TOTAL
Home improvement grants	Up to \$50,000	50	\$2,500,000
Bank or financing entity	\$1000 per loan for processing	50	\$50,000
Westside Housing or General Contractor	\$187,500 (15% of each project cost)	1	\$187,500
Grant Management and Compliance	\$70,000	1	\$70,000

Types of Rehabilitation and Repairs

- ▶ Plumbing, bathroom, showers
- ▶ Roofing restoration
- ▶ Front porch repair
- ▶ Furnace/HVAC repair
- ▶ Floor repair
- ▶ Accessibility access needs
- ▶ Sidewalk and driveway
- ▶ Insulation
- ▶ Green space environmental preparation and preservation
- ▶ Kitchen upgrades
- ▶ Painting
- ▶ Siding
- ▶ Efficient Energy upgrades
- ▶ Window repair
- ▶ And many more...

This Concludes our Presentation...

Q&A



- ▶ Nicholas Wiggins, Videographer
- ▶ Mark Larrabee, Arvest Bank, President
- ▶ Dr. Lynne Shipley, Presentation
- ▶ Communities Creating Opportunity (CCO)
- ▶ LISC
- ▶ Byrne Pelofsky & Associates, LLC
- ▶ Community Capital Fund
- ▶ Ivanhoe Neighborhood Association
- ▶ Center for Neighborhoods

PRINCE OF PEACE COMMUNITY DEVELOPMENT CORPORATION

4238 Prospect, KCMO 64130



THREE COMPONENTS

HEALTH AND WELLNESS



We will provide medical

Vision Statement:

A place where ALL people have pathways to health and opportunity.

Mission Statement:

We inspire and educate people to take action every day to:

- Live the longest, healthiest life possible...physical, mental and spiritual.
- Value education and to become independent learners who rely on their knowledge to improve their lives.
- Translational development and career long learning.

EDUCATIONAL AND TRAINING



We will provide a tutorial program that will assist students with their classroom assignments and create a foundation for developing a strong workforce within our

FOOD PANTRY



FOOD PANTRY



We will provide a place where the homeless and families can receive fresh food items and hot cooked meals.

THREE COMPONENTS

HEALTH AND WELLNESS



We will provide medical health care to the community and surrounding area

EDUCATIONAL AND TRAINING



We will provide a tutorial program that will assist students with their classroom assignments and create a foundation for developing a strong workforce within our community

How to Build a Community Around Food

**The Nile Valley Aquaponic
100,000 Pound Food Project**



NILE VALLEY



QUAPONICS

What is Aquaponics?

1. a system of aquaculture in which the waste produced by farmed fish or other aquatic animals supplies nutrients for plants grown hydroponically, which in turn purify the water.









































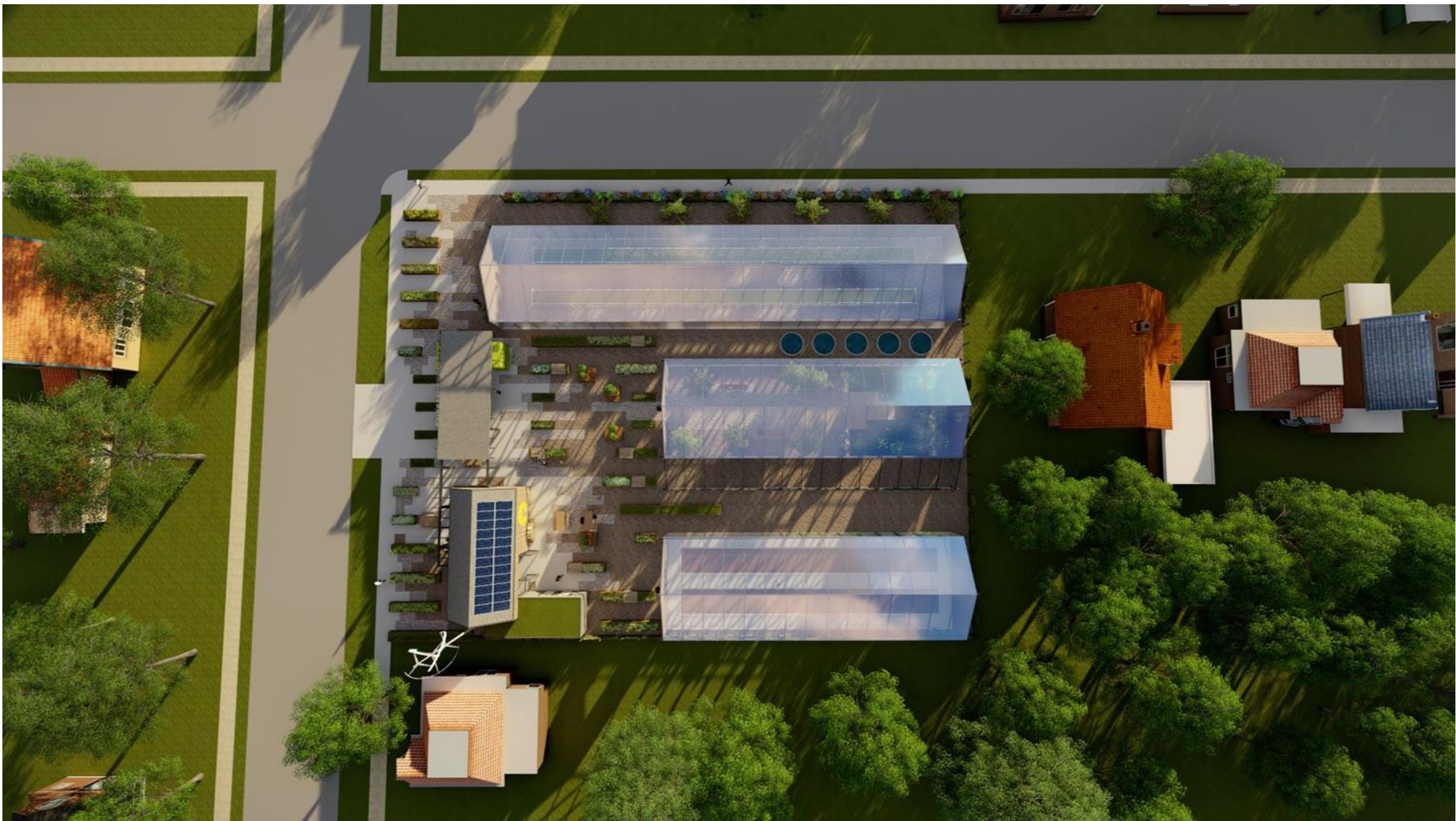






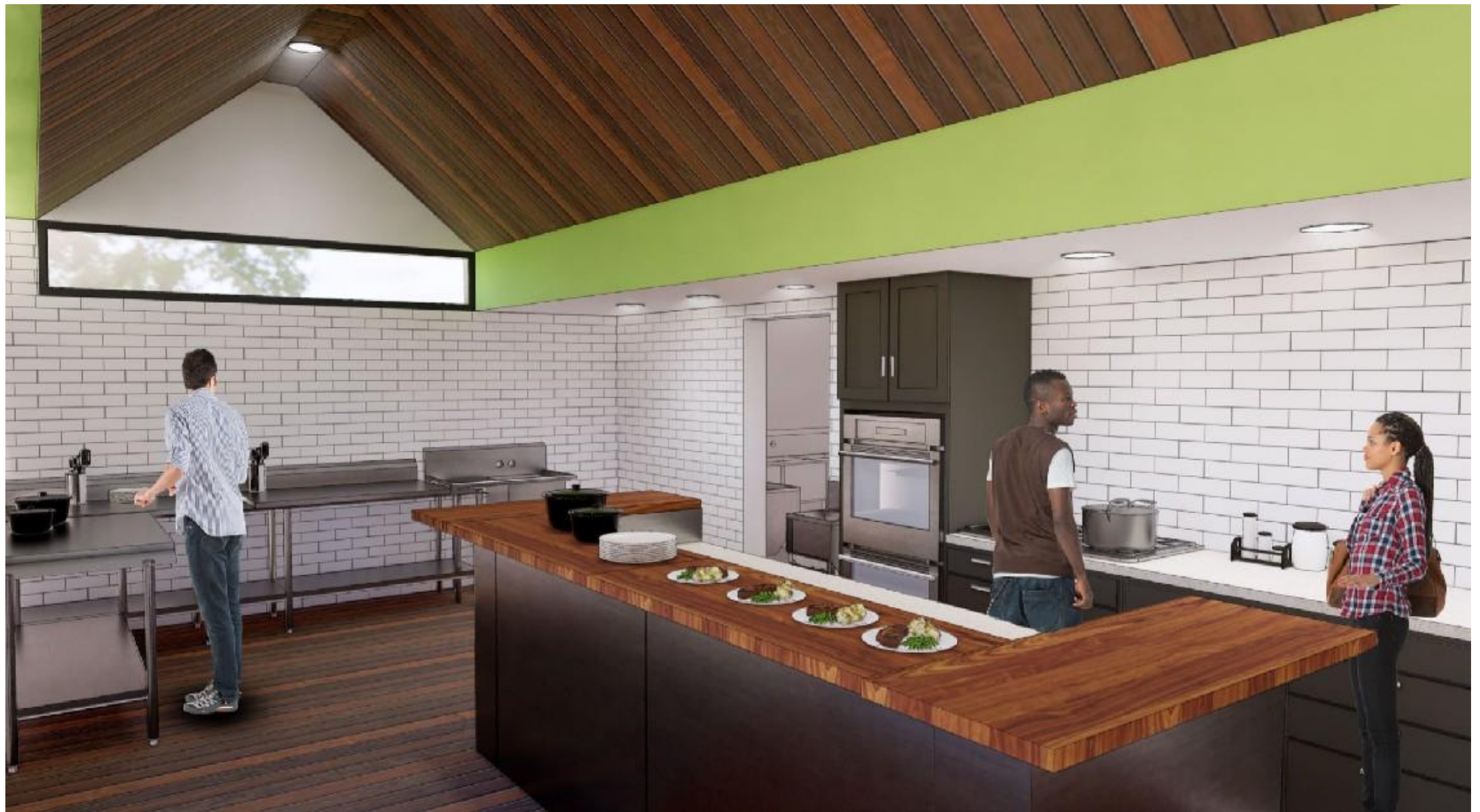














Some of the most notable groups and individuals from 2019:

The University of K-State

Pittsburgh University

Lincoln University Ag program

EPA

Ewing Kauffman foundation scholar- program

Missouri Gov. Mike Kehoe

State Rep. Barbara Washington

Senator KiKi Curls

Councilman Brandon Ellington

Mayor Quiton Lucas

UMKC

Barkley Advertising

Kansas City Centurions

USDA

Langston University

MANNARS (Minorities in Agriculture, Natural Resources and Related Sciences)



www.Nilevalleyaquaponics.com

www.malestomen.com

malestomen@gmail.com



Jazz Hill Development Project

About Us

- Founded 1984
- Youth Mentorship
- Prison to workforce pipeline
- Development
- Revitalization plan centered around 12th Street corridor
- CSC (Central States Conference Senior Housing)



Central States Conference Senior Housing

- 24 Units
- Affordable Senior Housing



About Us

- Founded in 1993
- Completed over \$2 billion in development
- Expertise in mixed-used and multifamily housing



FLAHERTY & COLLINS
PROPERTIES

Flaherty & Collins

has an extensive track record of doing excellent work around the country, including in Kansas City.

Top: Union | Berkley Riverfront, Kansas City, Missouri

Middle: Stockyards Place, Kansas City, Missouri

Bottom: River Point, Tell City, Indiana



Location of Jazz Hill Apartments



- ❖ Project is located on the west side of Paseo Boulevard in the Paseo West Neighborhood
- ❖ Consist of 11 historic brick apartment buildings between 9th and 13th Street.

Jazz Hill Apartments Capacity

- ❖ 197 Total Units
- ❖ 14 Studio apartments
- ❖ 147 One bedroom/one bath
- ❖ 36 Two bedroom/ one bath
- ❖ 100% of housing provided to individuals and families who are low-income or within 60% of the area median income.
- ❖ There's a commitment to set aside a percentage of units for veterans at risk and in need of permanent housing.



Request for Funding

- ❖ Asking for \$3,974,296 grant for acquisition and rehabilitation of the Jazz Hill
- ❖ Already awarded low income housing tax credits and historic tax credits.
- ❖ Planned Industrial Expansion Authority of Kansas City, Missouri has accepted the Industrial Development Contract Proposal for redevelopment of the properties.
- ❖ If awarded the grant, construction will commence fall 2020.
- ❖ Project will build upon momentum created by capital improvements funded by the City of Kansas City and other housing initiative by private developers, Kansas City University and Housing Authority of Kansas City, Missouri in the immediate area.

Job Creation/ Retention

Permanent Jobs: 6

Property Manager, Assistant
Property Manager,
Maintenance Supervisor,
Leasing Specialist,
Maintenance Technician, and
Groundskeeper

Average Salary of each job:
\$30,000

Jobs Created	Description	# of Jobs	Term	Length
Asbestos Abatement	Asbestos Worker	7	Short	6 Months
Demolition	Laborer	7	Short	6 Months
Concrete	Mason	5	Short	5 Months
Masonry	Mason	7	Short	4 Months
Carpentry	Carpenter	5	Long	9 Months
Millwork	Carpenter	5	Short	6 Months
Doors/ Hardware	Carpenter	5	Short	6 Months
Windows	Glazer	4	Short	4 Months
Roofing	Roofer	10	Long	10 Months
Painting	Painter	6	Short	6 Months
Elevators	Elevator Constructor	4	Short	5 Months
Plumbing	Plumber	6	Long	14 Months
HVAC	Sheet Metal Worker	6	Long	14 Month
Electrical	Electrician	8	Long	14 Months
Fire Alarm	Comm. Tech.	5	Short	5 Months

Sources

SOURCES

Permanent Financing	\$7,940,259
Central City Sales Tax Funds	\$3,974,296
Sales Tax Saving	\$354,566
Deferred Developer Fee	\$444,441
Tax Credit Proceeds (100% ownership)	\$8,757,774
Federal Tax Credits (99.99%)	\$4,911,695
Historic – Federal Credits (99.99%)	\$1,709,369
Historic – State Credits (99.99%)	\$2,136,711
Total Sources	\$21,471,336

Uses

Uses:

Land and Building Acquisition	\$3,614,301
Rehabilitation Hard Costs	\$12,592,795
Rehabilitation Cost (\$57,137 per unit)	\$11,256,050
General Requirements	\$603,145
Builders Profit & OH	\$733,600
Architect, MEP & Related	\$300,000
Contingency	\$990,000
Developer Fee	\$1,644,000
Other Soft Cost	\$2,330,240
MHDC Fees	\$116,246
Historic Consultant	\$80,000
Bond Related Cost	\$221,250
Operating Reserve Escrow	\$661,000
Replacement Reserves (\$600/unit)	\$118,200
Relocation	\$175,000
Environmental	\$100,000
Construction Loan Interest	\$301,842
Other Fees	\$556,702
Total Uses	\$21,471,336

Questions?

Thirty-Eighth Street Studios & Business Incubator

An Incremental Mix-Use Economic Development Project



3841 Agnes Ave, Kansas City, Mo 64128

Turning blight into innovation by creating a healthy place where east-side residents can live and work



Current Rear View



Dilapidation & Blight

Future Front View



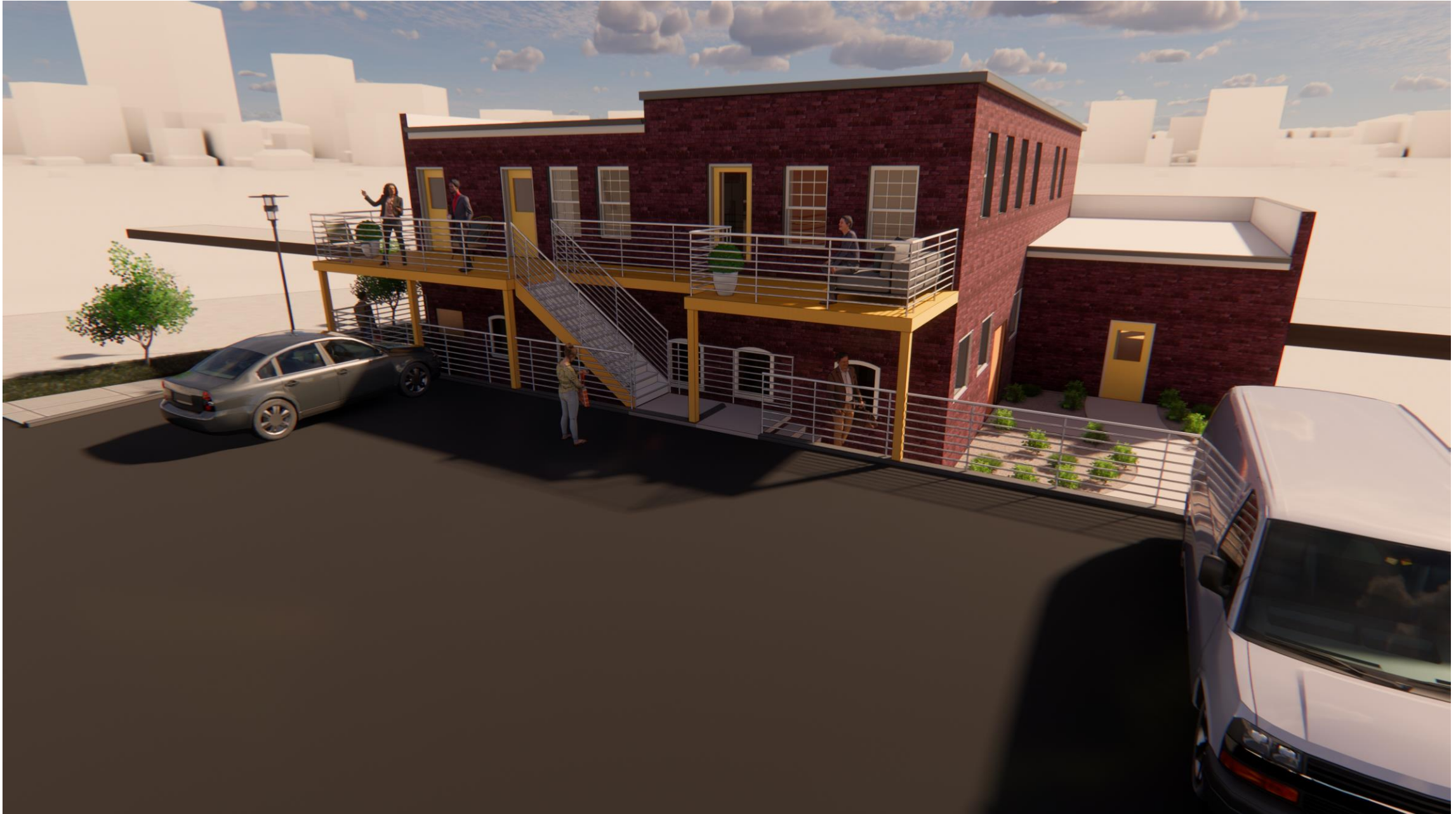
Creating a healthy place where east-side residents can live and work

Future Side & Corner Views



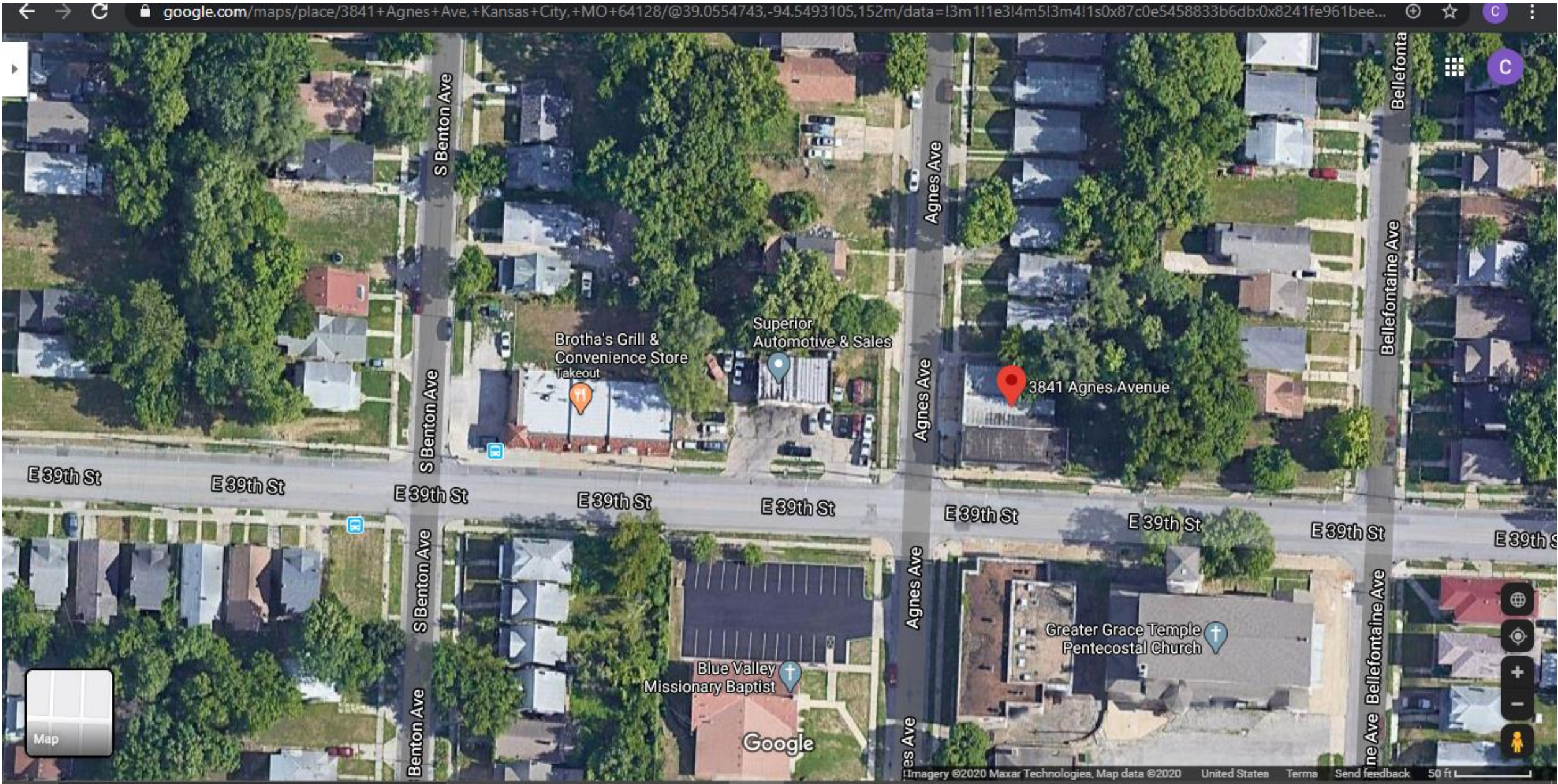
Creating a healthy place where east-side residents can live and work

Future Rear View



Creating a healthy place where east-side residents can live and work

Aerial View-3841 Agnes Ave, Kansas City, Mo 64128



3841 Agnes Ave.



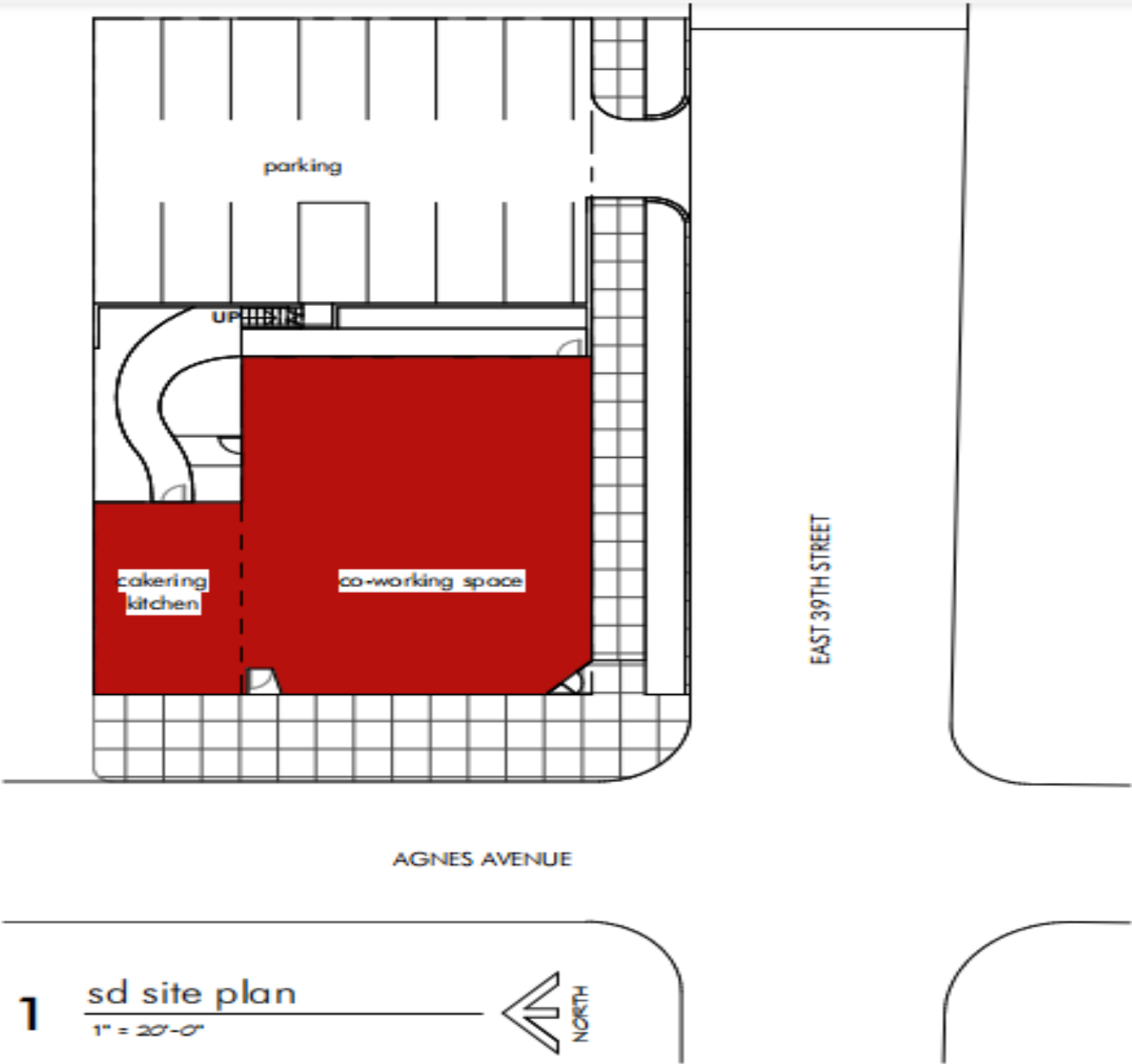
While the City of Kansas City, Missouri makes every effort to maintain and distribute accurate information, no warranties and/or representations of any kind are made regarding information, data or services provided. In no event shall the City of Kansas City, MO, be liable in any way to the users of this data. Users of this data shall hold the City of Kansas City, MO harmless in all matters and accounts arising from the use and/or accuracy of this data. © 2020 City of Kansas City, Missouri.

0 180 360 Feet

Printed Date: 5/12/2020



Business Incubators Co-working Space & Shared Kitchen



Commercial Co-working Space-

2,586 sf ft consisting of:

- Dedicated Seating
- Hot Seats
- Memberships
- Day Passers
- Conference Room
- Virtual Mailboxes
- Copy & Print Machine
- Bar seating w/ beverage station
- Front lounge area
- Front receptionist area

Commercial Shared Kitchen-

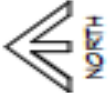
621 sf ft to include: permit-ready kitchen fully equipped with specialty equipment, prep tables, refrigerators, ovens, etc., kitchen stations, reserved private work spaces, meets regulatory requirements for venting, and food safety.

This kitchen is available for lease by professional chefs & caterers who provide catering services, support food-truck needs, experiment with new kitchen concepts, etc.

Business Incubators Co-working Space & Shared Kitchen



Lower Level Total Sq Ft:
3207

1 sd plan - main
1/8" = 1'-0" 

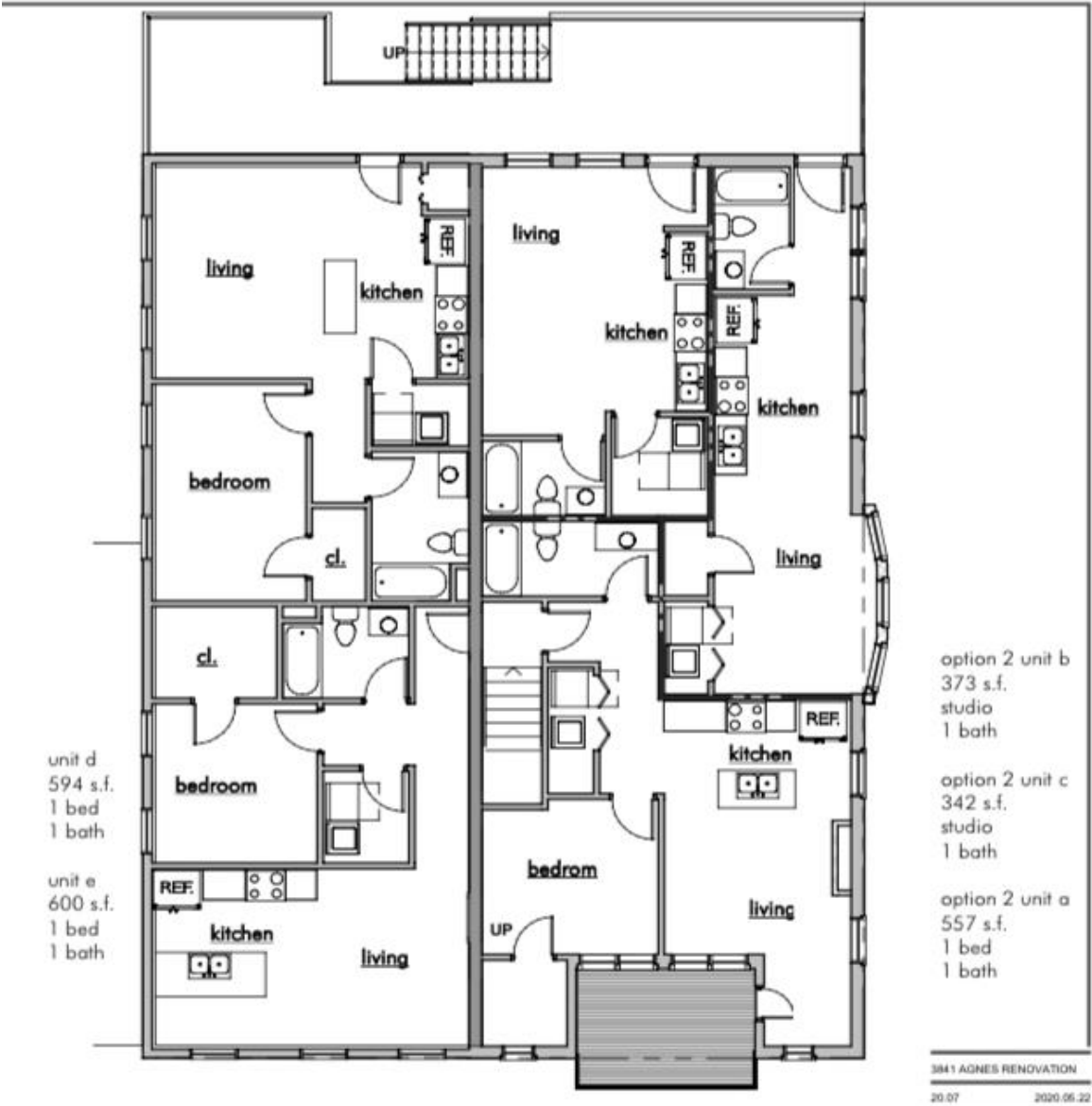
3841 AGNES RENOVATION
20.07 2018.01.06



Business Incubator Co-working Space



5 Residential Housing Units -Quality & Affordable:



(Right-side) The existing 1,272 sq ft of the upper level space will consist of a 1 bedroom, 1 bath apartment, and two studio units of housing space for lease.

(Left-side) The additional new structure of 1,200 sq ft will include two (2) additional 1 bedroom apartment units with 1 bath.

2 sd plan - upper option 2
1/8" = 1'-0"



Each unit is equipped with its own laundry and access to the shared balcony's

Thirty-Eighth Street Studios & Business Incubator Rents:

Unit Type	# Units	Mo. Rent	Ann. Rent
Unit A - 557 SF @ \$1.10/SF	1	\$ 668.00	\$ 8,016.00
Unit B - 373 SF @ \$1.50/SF	1	\$ 560.00	\$ 6,720.00
Unit C - 342 SF @ \$1.50/SF	1	\$ 515.00	\$ 6,180.00
Unit D - 600 SF @ \$1.10/SF	1	\$ 660.00	\$ 7,920.00
Unit E - 594 SF @ \$1.10/SF	1	\$ 655.00	\$ 7,860.00
Office - Type A	2	\$ 350.00	\$ 8,400.00
Office - Type B with Private Entrance	1	\$ 750.00	\$ 9,000.00
Shared Kitchen - 120hrs/month	3	\$ 760.00	\$ 27,360.00
Shared Kitchen - 190hrs/month	3	\$ 1,000.00	\$ 36,000.00
Conference Room Rental Hours/month	90	\$ 20.00	\$ 21,600.00
Dedicated Seat	4	\$ 200.00	\$ 9,600.00
Hot Seat	12	\$ 125.00	\$ 18,000.00
Membership	75	\$ 50.00	\$ 45,000.00
Day Pass	25	\$ 25.00	\$ 7,500.00
Mailbox	50	\$ 40.00	\$ 24,000.00
PROJECTED GROSS REVENUE			\$ 243,156.00

The following example breaks down the City AMI by four income groups – very low income (0- 30% of AMI), low income (30-60% of AMI), moderate income (60-80% of AMI), and average income (80-120% of AMI), applies the 30% affordability level, and shows the monthly affordability level for base housing costs:

Income Groups	Annual Income Range	Monthly Income Range	Base Monthly Affordable Housing Range
Very Low Income (0-30% of AMI)	\$0 -\$15,370	\$0 - \$1,280	\$0 to \$384
Low Income (30-60% of AMI)	\$15,370 - \$30,741	\$1,280 - \$2,562	\$384 - \$768
Moderate Income (60-80% of AMI)	\$30,741 - \$40,988	\$2,562 - \$3,416	\$768 - \$1,025
Average Income (80-120% of AMI)	\$40,988 - \$61,482	\$3,416 - \$5,124	\$1,025 - \$1,537

Public/Community Enhancement Benefits & Problems Solved Economically & Socially:

- Removing blight
- Facilitate Job Creation & Small business opportunities
- Support existing businesses & Entrepreneurs
- Promote Sustainability
- Enhance the east-side tax base
- Impact the existing residences and improve an overall better quality of life by living in a clean and healthy neighborhood
- Building up the people-Spark empowerment, love, and a communal sense of being
- Affordable and quality housing in the area
- Deter and reduce criminal behaviors
- Increase walk-ability
- Spur development in the area
- Add social value
- Improve density
- Repopulation-attract others to move back into the neighborhood
- Assist with east-side displacement problem
- Support existing catalytic development projects
- Providing residential development to include quality multifamily housing through new construction and rehabilitation of an existing building
- Providing economic enhancement to a area of the city and people who have been disinvested in and left behind
- Changing the culture and opportunities that are around our minority communities and see change opportunities as accessible.

Creating a healthy place where people can live & work on the east-side

**OUTCOME
MATRIX**

RESIDENTIAL	
Unit Descriptor	Multifamily
# of Units	5
Monthly Revenue	\$3,058.00
Annual Revenue	\$36,696.00

COMMERCIAL					
Unit Descriptor	Office Type A	Office Type B w/Private Entry	Shared Kitchen 120 hrs/mo	Shared Kitchen 190 hrs/mo	Conference Room Rental Hours/Month
# of Units	2	1	3	3	90
Monthly Revenue	\$700.00	\$750.00	\$2,280.00	\$3,000.00	\$1,800.00
Annual Revenue	\$8,400.00	\$9,000.00	\$27,360.00	\$36,000.00	\$21,600.00

CO-WORKING				
Unit Descriptor	CoWorking Space (Dedicated Seat)	CoWorking Space (Hot Seat)	CoWorking Space (Membership)	CoWorking Space (Day Pass)
# of Units	4	12	75	25
Monthly Revenue	\$800.00	\$1,500.00	\$3,750.00	\$625.00
Annual Revenue	\$9,600.00	\$18,000.00	\$45,000.00	\$7,500.00

ADDITIONAL INCOME PRODUCING UNITS	
Unit Descriptor	Mailboxes for professional virtual address
# of Units	50
Monthly Revenue	\$2,000.00
Annual Revenue	\$24,000.00

# OF JOB CREATION	
# of jobs-105	105

Financials

38TH STREET STUDIO & BUSINESS INCUBATOR DEVELOPMENT BUDGET							
SITE IMPROVEMENTS	COST						
Demolition	\$ 15,000						
CONSTRUCTION							
Renovation Cost	\$ 351,484						
General Requirements	\$ -						
Contractor Overhead & Profit	\$ 42,574						
P & P Bond or LOC	\$ -						
Contingency	\$ 37,476						
Permits & Impact Fees	\$ 4,149						
Furnishings	\$ 79,550						
Relocation	\$ -						
Owner's Rep	\$ 7,500						
Temporary Utilities	\$ 2,000						
PROFESSIONAL FEES							
Architect & Engineer	\$ 28,383						
Real Estate Legal	\$ 5,500						
Consultants	\$ 2,500						
Developer Fee	\$ 18,558						
Survey	\$ 1,500						
Other	\$ -						
CONSTRUCTION FINANCE							
Title and Recording	\$ 2,500						
Constr. Interest	\$ 17,440						
Constr. Loan Fees	\$ -						
Appraisal	\$ 2,500						
Lender Legal	\$ -						
Other	\$ -						
PERMANENT FINANCE							
Perm. Loan Fees	\$ -						
Title and Recording	\$ -						
Lender Legal	\$ -						
Other	\$ -						
SOFT COSTS							
Property Taxes	\$ 2,600						
Constr. Insurance	\$ 6,000						
Builder's Risk Insurance	\$ 2,500						
Marketing Expense	\$ 12,000						
Organizational Exp.	\$ -						
Other	\$ -						
DEVELOPMENT COST	\$ 641,714						

38TH STREET STUDIO & BUSINESS INCUBATOR CONSTRUCTION BUDGET

Scope of Work	COST					
Excavation	6,500					
Demolition	15,000					
Concrete Exterior	7,500					
Framing	21,000					
Framing Labor	31,696					
Dumpster	2,000					
Roofing	15,000					
Masonry	15,000					
Gutters	2,000					
HVAC	20,000					
Electrical	22,640					
Plumbing	18,000					
Drywall/ drop ceilings	36,000					
Concrete Interior	15,848					
Insulation	5,100					
Millwork/Installation	10,400					
Casework	8,000					
Temporary Utitlities	2,000					
Parking lot	30,000					
Carpet/Vinyl/Wood	16,500					
Ceramic	6,500					
Window	13,100					
Glazing Doors	15,000					
Deck/Porch	2,000					
Painting Interior	14,000					
Painting Exterior	6,200					
Gutters	2,000					
Light Fixtures	4,000					
Tops	3,500					
Contingency	37,476					
FF&E Hard Cost (Fixed)	31,600					
GC Overhead & Profit	42,574					
Owner's Representative	7,500					
Permits & Fees	4,149					
Contruction Insurance	6,000					
Builders Risk	2,500					
Subtotal	498,283					
Construction Interest	17,440					
Total	515,723					

Pro-Forma

1	38TH STREET STUDIO & BUSINESS INCUBATOR PRO FORMA													
2	PRE-TAX CASH FLOW													
3														
4	REVENUES	YEAR	1	2	3	4	5	6	7	8	9	10		
5	—	—	—	—	—	—	—	—	—	—	—	—		
6														
7	Gross Revenue		\$ 243,156	\$ 248,019	\$ 252,980	\$ 258,039	\$ 263,200	\$ 268,464	\$ 273,833	\$ 279,310	\$ 284,896	\$ 290,594		
8	+Other Income		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
9	Vacancy		\$ 85,105	\$ 74,406	\$ 63,245	\$ 64,510	\$ 65,800	\$ 67,116	\$ 68,458	\$ 69,827	\$ 71,224	\$ 72,648		
10	Income		\$ 158,051	\$ 173,613	\$ 189,735	\$ 193,529	\$ 197,400	\$ 201,348	\$ 205,375	\$ 209,482	\$ 213,672	\$ 217,945		
11														
12	= Effective Gross Income		\$ 158,051	\$ 173,613	\$ 189,735	\$ 193,529	\$ 197,400	\$ 201,348	\$ 205,375	\$ 209,482	\$ 213,672	\$ 217,945		
13														
14	Operating Expenses													
15	Management Fees		\$ 7,000	\$ 7,070	\$ 7,141	\$ 7,212	\$ 7,284	\$ 7,357	\$ 7,431	\$ 7,505	\$ 7,580	\$ 7,656		
16	Advertise/Market		\$ 12,000	\$ 12,120	\$ 12,241	\$ 12,364	\$ 12,487	\$ 12,612	\$ 12,738	\$ 12,866	\$ 12,994	\$ 13,124		
17	Legal/Administrative		\$ 34,800	\$ 35,148	\$ 35,499	\$ 35,854	\$ 36,213	\$ 36,575	\$ 36,941	\$ 37,310	\$ 37,683	\$ 38,060		
18	Utilities and Trash		\$ 40,200	\$ 40,602	\$ 41,008	\$ 41,418	\$ 41,832	\$ 42,251	\$ 42,673	\$ 43,100	\$ 43,531	\$ 43,966		
19	Maintenance/Repairs and Grounds		\$ 13,232	\$ 13,364	\$ 13,498	\$ 13,633	\$ 13,769	\$ 13,907	\$ 14,046	\$ 14,186	\$ 14,328	\$ 14,472		
20	Real Estate Property Tax		\$ 2,300	\$ 2,323	\$ 2,346	\$ 2,370	\$ 2,393	\$ 2,417	\$ 2,441	\$ 2,466	\$ 2,491	\$ 2,515		
21	Insurance		\$ 3,500	\$ 3,535	\$ 3,570	\$ 3,606	\$ 3,642	\$ 3,679	\$ 3,715	\$ 3,752	\$ 3,790	\$ 3,828		
22	Other		\$ 2,700	\$ 2,727	\$ 2,754	\$ 2,782	\$ 2,810	\$ 2,838	\$ 2,866	\$ 2,895	\$ 2,924	\$ 2,953		
23	= Total Operating Expenses		\$ 115,732	\$ 116,889	\$ 118,058	\$ 119,239	\$ 120,431	\$ 121,635	\$ 122,852	\$ 124,080	\$ 125,321	\$ 126,574		
24	- Transfer to Reserves		\$ 5,000	\$ 5,100	\$ 5,202	\$ 5,306	\$ 5,412	\$ 5,520	\$ 5,631	\$ 5,743	\$ 5,858	\$ 5,975		
25	- Other Expenses		\$ 3,500	\$ 3,535	\$ 3,570	\$ 3,606	\$ 3,642	\$ 3,679	\$ 3,715	\$ 3,752	\$ 3,790	\$ 3,828		
26	= Net Operating Income		\$ 33,819	\$ 48,089	\$ 62,904	\$ 65,378	\$ 67,914	\$ 70,513	\$ 73,177	\$ 75,906	\$ 78,703	\$ 81,568		
27														
28	- Debt Service (p+i) bank		\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374	\$ 30,374		
29	- Other Debt Service (p+i)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
30	- Interest Only Loan Payments		\$ -	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494	\$ 2,494		
31	- Debt Service - Deferred Loans		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
32	- Debt Service (p+i) Developer		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
33	- Debt Service -CF Loan		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -		
34	= Cash Flow		\$ 3,446	\$ 15,221	\$ 30,036	\$ 32,510	\$ 35,047	\$ 37,646	\$ 40,309	\$ 43,038	\$ 45,835	\$ 48,700		
35	= Cash Flow Available for		\$ 3,446	\$ 15,221	\$ 30,036	\$ 32,510	\$ 35,047	\$ 37,646	\$ 40,309	\$ 43,038	\$ 45,835	\$ 48,700		
36	Distribution													
37														

Pro-Forma Continued

38	AFTER-TAX CASH FLOW ANALYSIS											
39												
40	DETERMINING TAXES	YR 1	YR 2	YR 3	YR 4	YR 5	YR 6	YR 7	YR 8	YR 9	YR 10	
41		=	=	=	=	=	=	=	=	=	=	
42	Cash Flow	\$ 3,446	\$ 15,221	\$ 30,036	\$ 32,510	\$ 35,047	\$ 37,646	\$ 40,309	\$ 43,038	\$ 45,835	\$ 48,700	
43	- Depreciation Expense	\$ 35,916	\$ 35,916	\$ 35,916	\$ 35,916	\$ 35,916	\$ 20,006	\$ 20,006	\$ 20,006	\$ 20,006	\$ 20,006	
44	- Amortization of Fees	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	\$ 800	
45	- Accrued Interest	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
46	+ Amortization of Principal	\$ 20,374	\$ 21,188	\$ 22,036	\$ 22,917	\$ 23,834	\$ 24,788	\$ 25,779	\$ 26,810	\$ 27,883	\$ 28,998	
47	+ Funded Reserves	\$ 5,000	\$ 5,100	\$ 5,202	\$ 5,306	\$ 5,412	\$ 5,520	\$ 5,631	\$ 5,743	\$ 5,858	\$ 5,975	
48	= Earnings (Loss) Before Tax	\$ (7,897)	\$ 4,794	\$ 20,558	\$ 24,018	\$ 27,577	\$ 47,147	\$ 50,913	\$ 54,786	\$ 58,770	\$ 62,867	
49	x Tax Rate	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	
50		-	-	-	-	-	-	-	-	-	-	
51	= Tax Incurred (Saved)	\$ (2,764)	\$ 1,678	\$ 7,195	\$ 8,406	\$ 9,652	\$ 16,502	\$ 17,819	\$ 19,175	\$ 20,569	\$ 22,004	
52												
53	Cash Flow	\$ 3,446	\$ 15,221	\$ 30,036	\$ 32,510	\$ 35,047	\$ 37,646	\$ 40,309	\$ 43,038	\$ 45,835	\$ 48,700	
54	- Tax Incurred (+ Saved)	\$ (2,764)	\$ 1,678	\$ 7,195	\$ 8,406	\$ 9,652	\$ 16,502	\$ 17,819	\$ 19,175	\$ 20,569	\$ 22,004	
55		-	-	-	-	-	-	-	-	-	-	
56	Cash Flow After-tax	\$ 6,210	\$ 13,543	\$ 22,841	\$ 24,104	\$ 25,395	\$ 21,144	\$ 22,489	\$ 23,863	\$ 25,265	\$ 26,696	
57												
58												
59	AFTER-TAX CASH FLOW ANALYSIS											
60												
61	Cash Flow	\$ 3,446	\$ 15,221	\$ 30,036	\$ 32,510	\$ 35,047	\$ 37,646	\$ 40,309	\$ 43,038	\$ 45,835	\$ 48,700	
62	- Taxes	\$ (2,764)	\$ 1,678	\$ 7,195	\$ 8,406	\$ 9,652	\$ 16,502	\$ 17,819	\$ 19,175	\$ 20,569	\$ 22,004	
63	+ Net Sales Proceeds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
64		-	-	-	-	-	-	-	-	-	-	
65	Net Cash Flow After-tax	\$ 6,210	\$ 13,543	\$ 22,841	\$ 24,104	\$ 25,395	\$ 21,144	\$ 22,489	\$ 23,863	\$ 25,265	\$ 26,696	

Pro-Forma Continued

[illegible]

38TH STREET STUDIO & BUSINESS INCUBATOR SOURCES, USES & ASSUMPTIO

SOURCES OF FUNDS

Owner Equity	\$	47,000
EDC - Loan	\$	250,000
LISC - Loan	\$	62,360
CCED - Grant	\$	282,354
TOTAL SOURCES	\$	641,714

USES OF FUNDS

Soft Cost	\$	125,991
Construction Cost	\$	515,723
TOTAL USES	\$	641,714

Unit Type	# Units	Mo. Rent	Ann. Rent
Unit A - 557 SF @ \$1.10/SF	1	\$ 668.00	\$ 8,016.00
Unit B - 373 SF @ \$1.50/SF	1	\$ 560.00	\$ 6,720.00
Unit C - 342 SF @ \$1.50/SF	1	\$ 515.00	\$ 6,180.00
Unit D - 600 SF @ \$1.10/SF	1	\$ 660.00	\$ 7,920.00
Unit E - 594 SF @ \$1.10/SF	1	\$ 655.00	\$ 7,860.00
Office - Type A	2	\$ 350.00	\$ 8,400.00
Office - Type B with Private Entrance	1	\$ 750.00	\$ 9,000.00
Shared Kitchen - 120hrs/month	3	\$ 760.00	\$ 27,360.00
Shared Kitchen - 190hrs/month	3	\$ 1,000.00	\$ 36,000.00
Conference Room Rental Hours/month	90hrs	\$ 20.00	\$ 21,600.00
Dedicated Seat	4	\$ 200.00	\$ 9,600.00
Hot Seat	12	\$ 125.00	\$ 18,000.00
Membership	75	\$ 50.00	\$ 45,000.00
Day Pass	25	\$ 25.00	\$ 7,500.00
Mailbox	50	\$ 40.00	\$ 24,000.00
PROJECTED GROSS REVENUE			\$ 243,156.00

ASSUMPTIONS

	%
Rent Increase/Year	2%
Operational Cost Increase/Year	1%
Reserves Increase/Year	2%
Vacancy Year 1	35%
Vacancy Year 2	30%
Vacancy Year 3 & Future	25%

Thirty-Eight Street Studios & Business Incubator

3841 Agnes Ave, Kansas City, Mo 64128

The results of a CCED rehabilitated structure and removal of Blight.



Although incremental it's impactful.

Creating a healthy place where people can live & work on the east-side

Palestine



BREAK



The Greenline Initiative

Development without Displacement

57% of Black families with income \$40K–\$100K are denied credit or approved for less than required when applying for a home mortgage

Source: Federal Reserve Board of Governors, Report on the Economic Well-Being of U.S. Households in 2019.

CCED is home to the 8th most vacant zipcode in America in 64128

Source: 30 American Ghost Towns - 24/7 Wall St., 2019

The Greenline Initiative is uniquely positioned within Kansas City to provide solutions to both of these issues

MEET OUR TEAM



Ajia Morris, Esq.
Co-founder & CEO



Christopher Morris, ACAMS
Co-founder & VP of Corporate Development



COMMUNITY IMPACT

\$3.5M increase in property values of the surrounding community. Specifically, the Central City Economic Development Zone.



EXTEND YOUR IMPACT

- Commit to longterm CCED development
- Create a lasting legacy
- Amplify generational wealth
- Invest in a MBE/WBE social enterprise

ECONOMIC EMPOWERMENT

3642 Bales Ave

Purchased from an out-of-state investor and was vacant and unkept



Y1

Build out project life-cycle

Y5

Recognition as quality,
affordable housing developer

Y2

Complete property technology
platform

Y3

Scale capacity to maximize
homes renovated & sold

Y4

Build out contractor pool

GRANT FUNDING

- Close racial wealth gap
- Increase positive health outcomes
- Increase high school graduation rates

TIMELINE

MATRIX OF OUTCOMES

01

Creation of at least
30 new homeowners

02

Ability to immediately
produce results

03

Increase to the local
property tax base

04

Decrease in first
responder costs

05

Revitalize housing
stock

IN PERPETUITY

Priorities of CCED Met

Catalytic project that will:

- Provide access to capital
- Assist developers
- Facilitate job creation
- Enhance the tax base
- Support existing business
 - MBE/WBE

Residential Development:

- Quality multi-family and single-family housing (through rehabilitation of an existing building)
- Expansion of housing options to include new residents: mixed-income and mixed-use

A large green circle is positioned on the right side of the image. It contains the text 'SUPPORT THE GREENLINE INITIATIVE' in white, bold, serif capital letters. The circle is partially overlapped by a light green triangular shape that points towards the top right corner of the image.

**SUPPORT
THE
GREENLINE
INITIATIVE**

APPLICATION FOR
DISTRICT ROW
DEVELOPMENT

CENTRAL CITY ECONOMIC
DEVELOPMENT SALES TAX

JUNE 1, 2020



DISTRICT ROW: A HISTORIC SITE

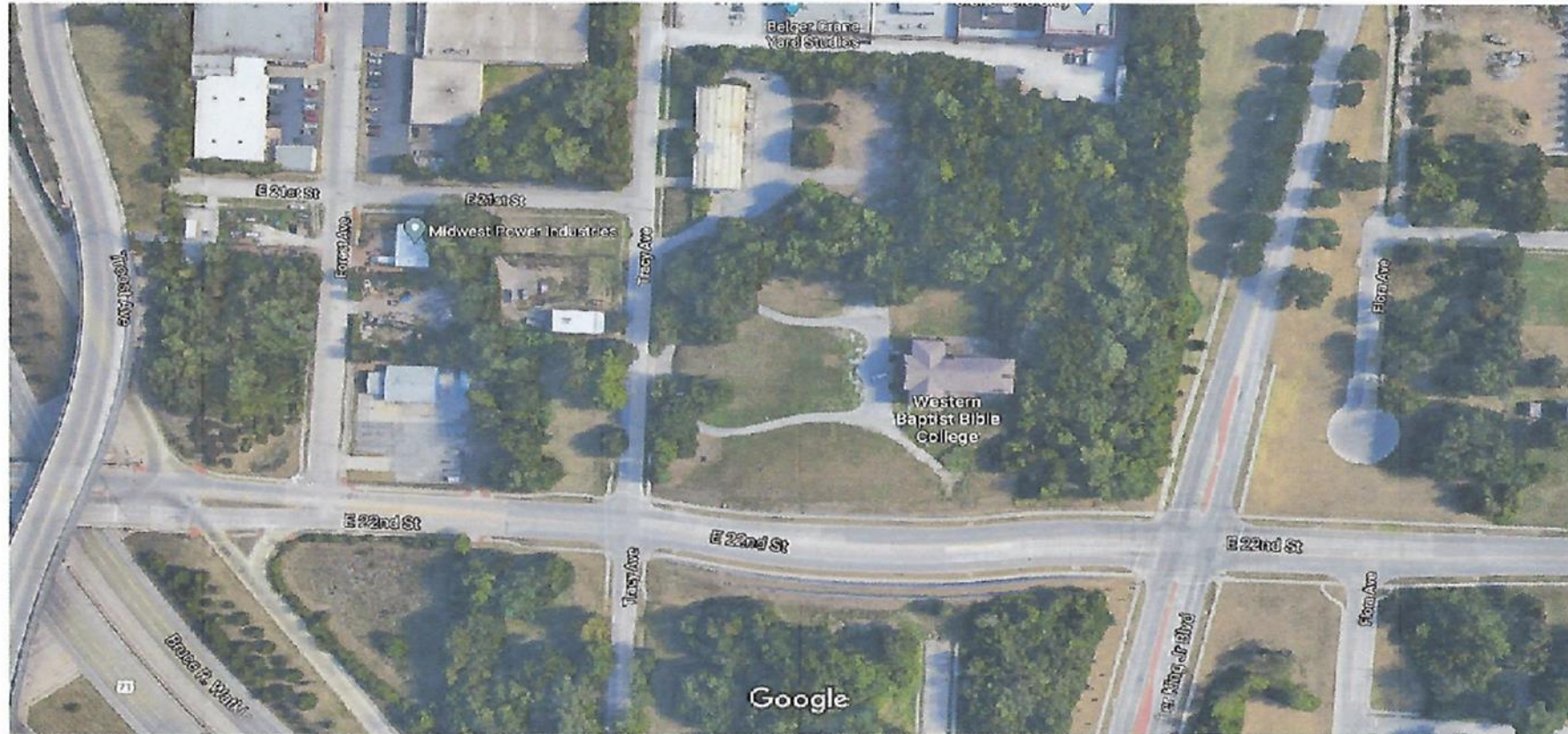


WESTERN BAPTIST BIBLE COLLEGE

5/30/2020

Google Maps

Google Maps



Imagery ©2020 Google, Map data ©2020 100 ft

<https://www.google.com/maps/@39.0836492,-94.5672345,307m/data=!3m1!1e3>

1/1





Architecture & Engineering, LLP: planting design & graphics
architectural design & graphics

Eastern Baptist Bible College
Architecture & Engineering, LLP
Phone: 783-770-3495, www.lbhconsultants.com



LDB Landscape Architecture & Engineering, LLP: planting design & graphics
Craig Watson: architectural design & graphics

Western Baptist Bible College
2119 Tracey Avenue
Kansas City, MO 64108
Updated July 9, 2020



Square Feet:
Site: 196,020

Description	WBBC Site Budget	Cost / 196,020
GENERAL REQUIREMENTS		
General Conditions, jobsite safety	89,415	0.46
Project Supervision / Superintendent	45,850	0.23
Project Management	18,950	0.10
Utility Protection- allowance	10,000	0.05
EARTHWORK		
Site Demolition	48,250	0.25
Clear and Grub	39,840	0.20
Site Grading	300,250	1.53
UNDERGROUND UTILITIES		
Storm Sewer	402,543	2.05
Underground Detention System	Included	
Domestic Water	210,345	1.07
Public Water	199,845	1.02
Sanitary Sewer	256,540	1.31
Fire Line- Allowance (not on plans)	165,000	0.84
CONCRETE/ASPHALT		
Sidewalk Remove and Replace	12,500	0.06
New Concrete Sidewalks	51,205	0.26
New Concrete Pavement	135,650	0.69
Curb & Gutter Remove and Replace	4,562	0.02
Retaining Wall work	29,560	0.15
Pavers	35,000	0.18
Asphalt Pavement Resurfacing	6,825	0.03
New Asphalt and Striping	118,950	0.61
SITE ELECTRICAL		
See below add alternate	Add Alt.	
LANDSCAPE		
Landscape Allowance	107,548	0.55
SUB TOTAL	2,288,628	11.68
Building Permit- allowance	-	-
SUB TOTAL	2,288,628	11.68
Contractor's Fee	137,318	0.70
SUB TOTAL	2,425,946	12.38
Builders Risk	NIC	-
Contractor Bonds	NIC	-
TOTAL	2,425,946	12.38
Alternates		
Sales Tax Deduct	Allowance (48,519)	(0.25)
Increase landscaping for LDB plan dated 1-22-2019	Allowance 998,999	
Fire Line for Historic Structure	Allowance 95,000	0.48
Build Pads for Townhomes - earthwork only	Phase III 145,000	0.74
Site Electrical- Conduit and Secondary	Allowance 150,000	0.77
Exclusions		
Rock Blasting		
Concrete foundations and building pads for Townhomes		
Relocation of Power lines		
Permits and associated fee's		
Builders Risk Insurance		
Contractor Bonds		



Construction Jobs for Site Development

Job Types/Categories:	Number of Jobs:	Length of Construction Jobs
Site Development*	22	Approximately 60-90 days
Deforestation, Earthwork		
Parking Lots	8	Approximately 14 days
Landscaping	4	Seasonal
Infrastructure Improvements*	6	Approximately 60 days
Site electrical, underground utilities		

District Row Jobs/ Permanent Jobs

Job Type	Short-term	Long-term	Average Annual Salary	Number of Jobs Created
Property Management		X	\$40,000.	1
Custodial/ Maintenance		X	\$25,000.	2
Landscaper	X		\$20,000.	1
Archivist	X		\$18,000.	1
Clerical		X	\$29,890.	1
Internships	X	X	\$12.00/\$18,900.	3
			Total: 214,590	10

District Row Retained Jobs

Job Type	Short-Term	Long-Term	Average Salary	Number of Jobs
Clerical		X	\$25,000.	1
Maintenance		X	\$20,000.	1
Academic Instructors	X	X	\$28,000.	6
Administrators		X	\$35,000.	2
			Total: \$283,000.	10



CORBELLA DEVELOPMENT, LLC, HAS STRATEGICALLY PARTNERED WITH JE DUNN, TALIAFERRO & BROWN AND A LOCALLY OWNED MINORITY-OWNED PRIVATE INVESTMENT ORGANIZATION, TO FORM A DIVERSE AND INCLUSIVE TEAM OF WELL-ADVISED EXPERTS TO ESTABLISH A CREATIVE AND EXCEPTIONAL MIXED-USE DEVELOPMENT IN THE HISTORIC COMMUNITY OF 18TH & VINE, LOCATED ON THE SOUTHEAST CORNER OF 18TH AND PASEO BLVD, KANSAS CITY, MO 64108, NEAR DOWNTOWN KANSAS CITY.

HYPOTHETICAL PROPOSAL; DO NOT HAVE LEGAL
CONSENT FROM THE COMPANIES LISTED

Our Team

Development Team

- Team of project developers
 - ▶ Corbella Development
 - ▶ Dunn Real Estate
 - ▶ Cordish Companies
- Engineers & Landscape Architects
 - ▶ Taliaferro & Browne
- Construction Partners
 - ▶ JE Dunn
- Architect
 - ▶ HOK



Vision and inclusiveness

3

Distinct from any other development in the Kansas City Metropolitan area, our team's goal is to attract incoming residents who share an easy-going, artistic, diverse and inclusive attitude towards living. In addition, our team will combine high-end, state-of-the-art apartments, with modern, functional design concepts, and retail attribution with all-inclusive entertainment and lifestyle amenities including a pool, lounge and fitness area on the 4th floor, Man-Cave/She-Shed, outdoor miniature dog park and more.

- **Vision**

- ▶ Revitalization of Historic 18th and Vine Neighborhood
- ▶ Collaborating to identify concrete solutions to an area harbored by disintegration

- **Inspiration**

- ▶ History
- ▶ Personal Experiences

- **Plan**

- ▶ Mixed-Use Retail and 262-408 unit Residential & Retail development
- ▶ Develop a neighborhood /community that is culturally engaged, safe, diverse and inclusive

Purpose

- **Walkability**
 - ▶ Walkable-community design to work and entertainment establishments
- **Sustainability**
 - ▶ Affordable and healthy living
 - ▶ renewable energy and water conservation
- **Mixed-use**
 - ▶ Newly delivered retail and fitness establishment
- **Community engagement**
 - ▶ Partnership with the KC MLB Urban Youth Academy, grassroots basketball and the museums
- **Reinvestment Act**
 - ▶ Partner with educational organizations (youth, trade & other professionals)
- **Openness toward Diversity and Inclusion**
 - ▶ Inviting to all walks of life, creating comfortability and a community of acceptance
- **Socially and technically enhanced atmosphere**
 - ▶ Interactive technology showcasing development attractions, resident's social media platform activities
- **Play Live, Eat/Entertainment – Create a home feel within a luxury apartment**
 - ▶ Man-Cave / She-Shed
 - ▶ Hallway display of art, sports memorabilia and other hip cultural displays
 - ▶ Dogpound Fitness Brand - Gym/Physical Fitness Center (only two locations: LA & NY)
 - ▶ Bark Park



Unit Count & TYPE:

252 Units // Mid Rise

Parking Count

442 Total Parking Spaces // 380 spaces 2 Level Parking Garage // 62 surface spaces

RESIDENTIAL BASE

SF 63,560 sf

RETAIL SF

16,270 sf



UNIT COUNT // TYPE:

308 // Mid Rise

PARKING COUNT // TYPE

442 Total Parking Spaces // 380 spaces 2 Level Parking Garage // 62 surface parking spaces

RESIDENTIAL Base SF

67,850 sf

RETAIL

14,500 SF SF

Focused approach

5

Our approach applies our team's collective knowledge of the Kansas City area's opportunities and constraints. Our plan takes into consideration the various plans that will require compliance such as the Greater Downtown Area Plan and the area 353 Plan.

- Our team will incorporate planning frameworks Accomplished to date, conduct our own focused analysis of existing conditions, communicate the site's "sense of place" and organize opportunities for easy public consumption and input

At the origin of our approach is our conviction that informed decisions are economically beneficial, socially responsible and environmentally sound.

- Designing long-lasting, environmentally just spaces for communities, we consider a number of issues affecting quality of life including: recreating / biometric design, to name a few.
- We aim for solutions that meet all traditional criterion of cost, durability, maintenance, aesthetics and functional appropriateness, in addition to exceeding environmental performance.

Design and construct on the southeast lot of the 18th and Paseo to be a showcase of mixed-use, digital connectivity, green infrastructure and sustainable design.

- It begins with our collaborative development team of planners & landscape architects, legal & real estate services, and technical & community consultants.

Our team has extensive experience working with Federal, State, and Local processes required to obtain the necessary No Further Action notices.

- Understand the Dangerous Buildings and Structures ordinance with the City.
- Focus on cost-effective, environmentally-just, and setting-appropriate design solutions for this site.
- Instill the project with the knowledge we have gained working on innovative master planning, landscape architecture and green infrastructure projects, including a practical need to ensure that "green infrastructure" means "easily understandable" to those participating in educational programming as well as those charged to maintain the site long-term.

Scope of Work

PROPOSED SCOPE OF WORK & SCHEDULE

The proposed schedule for the project after closing is forecasted to be 34 months long. The scope of work is broken down into 3 major steps: Existing Conditions, Site Remediation/Technical Design and Construction. The first step is getting an understanding of the site to find out what the opportunities and constraints are. Second step is remediating the site and developing the design. Once the site has been cleaned up and the design finished, the last step is the construction. Each major phase of scope is further broken down below.

Scope of work - Step 1:

Existing Conditions (6 months)

- Environmental Phase 1 - 2 months
- Environmental Phase 2 - 4 months
- Register with Missouri Department of Natural Resources (DNR)

Scope of work - Step 2a: Site Remediation (15 months)

- Site cleanup & Demolition
- Receive “No Further Action” (NFA) from Missouri DNR

Scope of work - Step 2b: Technical Planning and Design (18 months)

(Occurring at same time as Site Remediation)

- Design Documents
 - Conceptual Design
 - Design Development
 - Construction Documents
- Cost Estimation/Financing

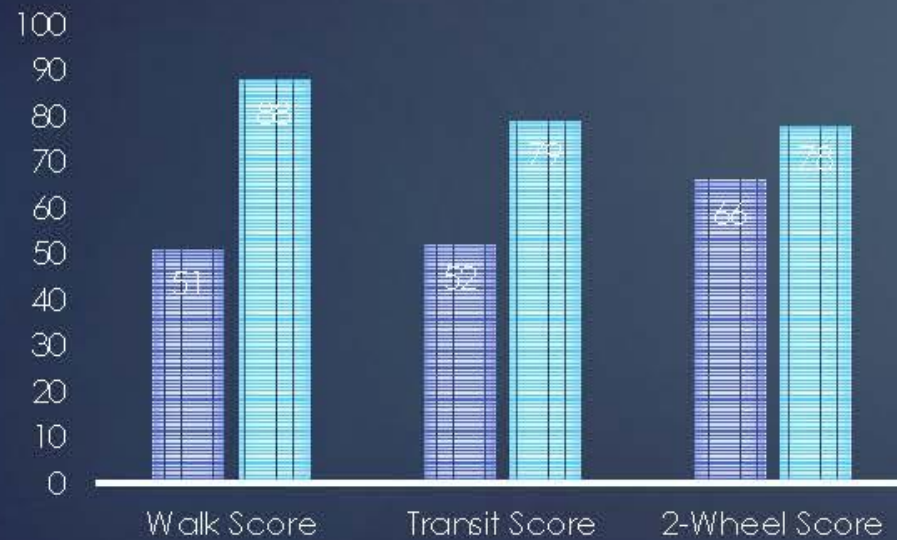


Re-Urbanization Motivating Rental Demand in Metropolitan Areas

Corporation looking for Urban Convenience

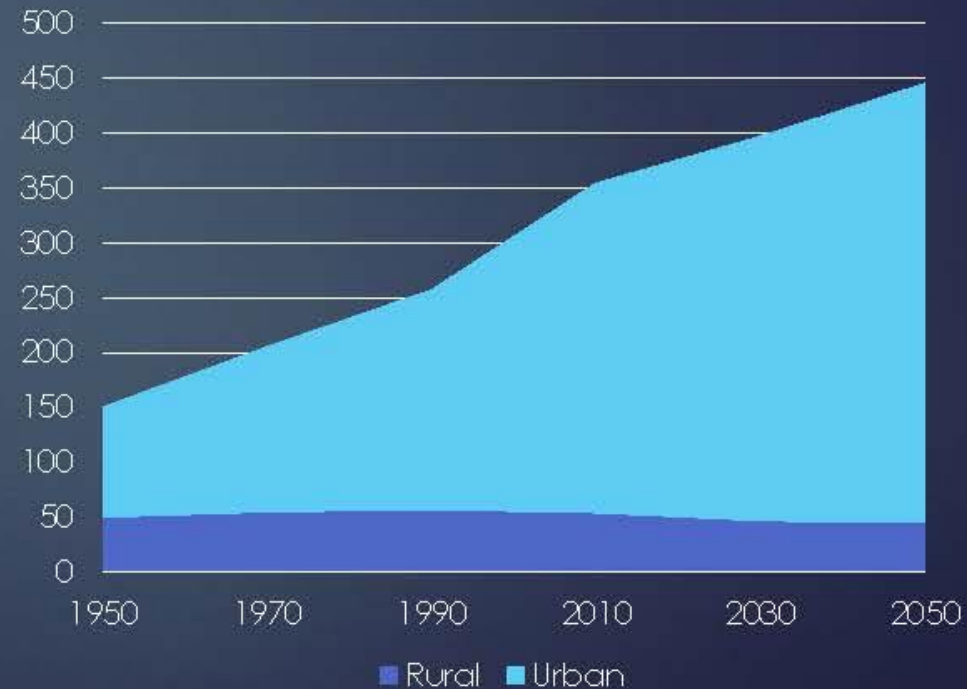
(BEFORE AND AFTER A CORPORATE MOVE)

■ Before ■ After



U.S. Urban Population Continues to Expand

(Population by Thousands)



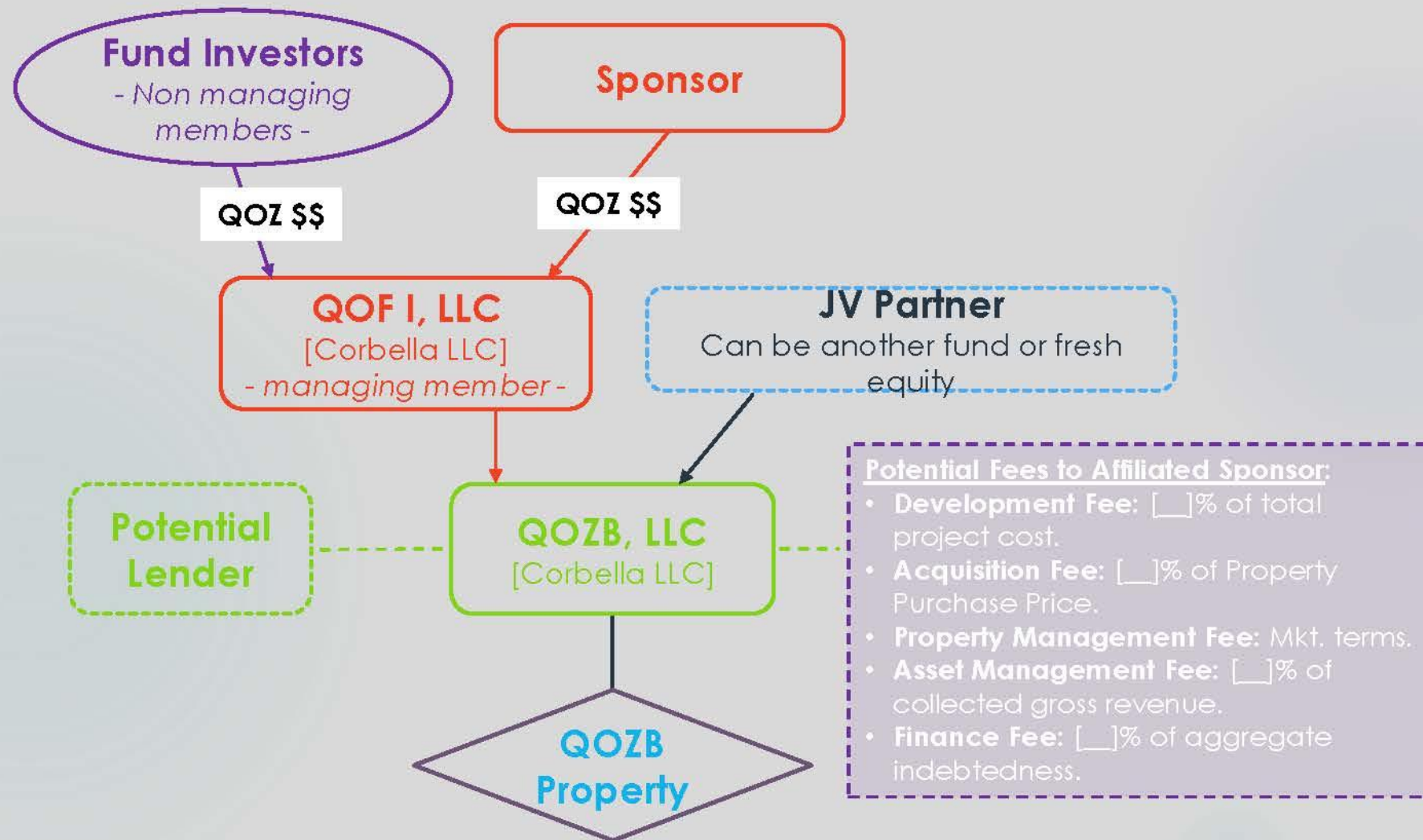
Opportunity Zone

8

- ▶ Incentive to bring capital investment to areas that need or want investment
- ▶ More economic development is good for everyone
- ▶ Provides tax deferral options and possible tax-free appreciation
- ▶ Qualified Opportunity (QO)
 - Zones: low-income census tracts identified by states
 - Fund: corporation or partnership that invests in QO Zone property
- ▶ Not limited to real estate
 - Businesses with tangible property owned or leased in QO Zone

Standard Deal Structure

9



Unit Matrix

10

Units	Number of Units	Average Size Per Unit	Average Unit Cost Per Sq. Feet	Average Rent Per Unit
Studio / 1 Bathroom	94	690	\$1.22	\$841
1 Bedroom / 1 Bathroom	129	840	\$1.27	\$1,066
2 Bedroom / 2 Bathroom	80	1150	\$1.45	\$1,667
2 Bedroom / 2 Bath Suites	<u>5</u>	<u>1490</u>	<u>\$1.45</u>	<u>\$2,160</u>
Total	308	975	\$1.38	\$1,382

Financials



DEVELOPMENT BUDGET				
			Sq. Ft.	Units
	SW & Lydia Parcel		78,000	
	SW Parcel		42,315	
	SE Parcel			
	Total Square Footage of Project		120,315	308
HARD COSTS:			<u>Cost Per SF</u>	<u>Percentage</u>
	Land / Building acquisition	\$750,000	\$7.89	
	TOTAL LAND/BUILDING ACQUISITION	\$750,000		
	NW Parcel (FEC owns)	\$0		
	SW Parcel	\$2,526,615	\$21.00	
	SE Parcel	\$0	\$24.00	
	TOTAL SITE WORK	\$2,526,615		
	Building Construction			
	NW Parcel (FEC owns)		\$165.00	
	SW Parcel	\$6,981,975	\$165.00	
	SE Parcel	\$12,870,000	\$165.00	
FF&E / OSE:			\$/Unit	
	FF&E	\$800,000	\$3,156.00	
	Operating Supplies & Equipment	\$1,447,292	\$4,699.00	
	Total FF&E / OSE:	\$2,247,292		
SOFT COSTS:				
	TOTAL SOFT COSTS	\$7,848,041		
PROJECT RESERVES:				
	Operating Reserves	\$222,892		
	Soft Cost Misc.	\$276,154		
	TOTAL PROJECT RESERVES	\$499,046		
	TOTAL PROJECT COST W/OUT LAND PURCHASE	\$35,427,748		
	TOTAL PROJECT COST	\$36,177,748		



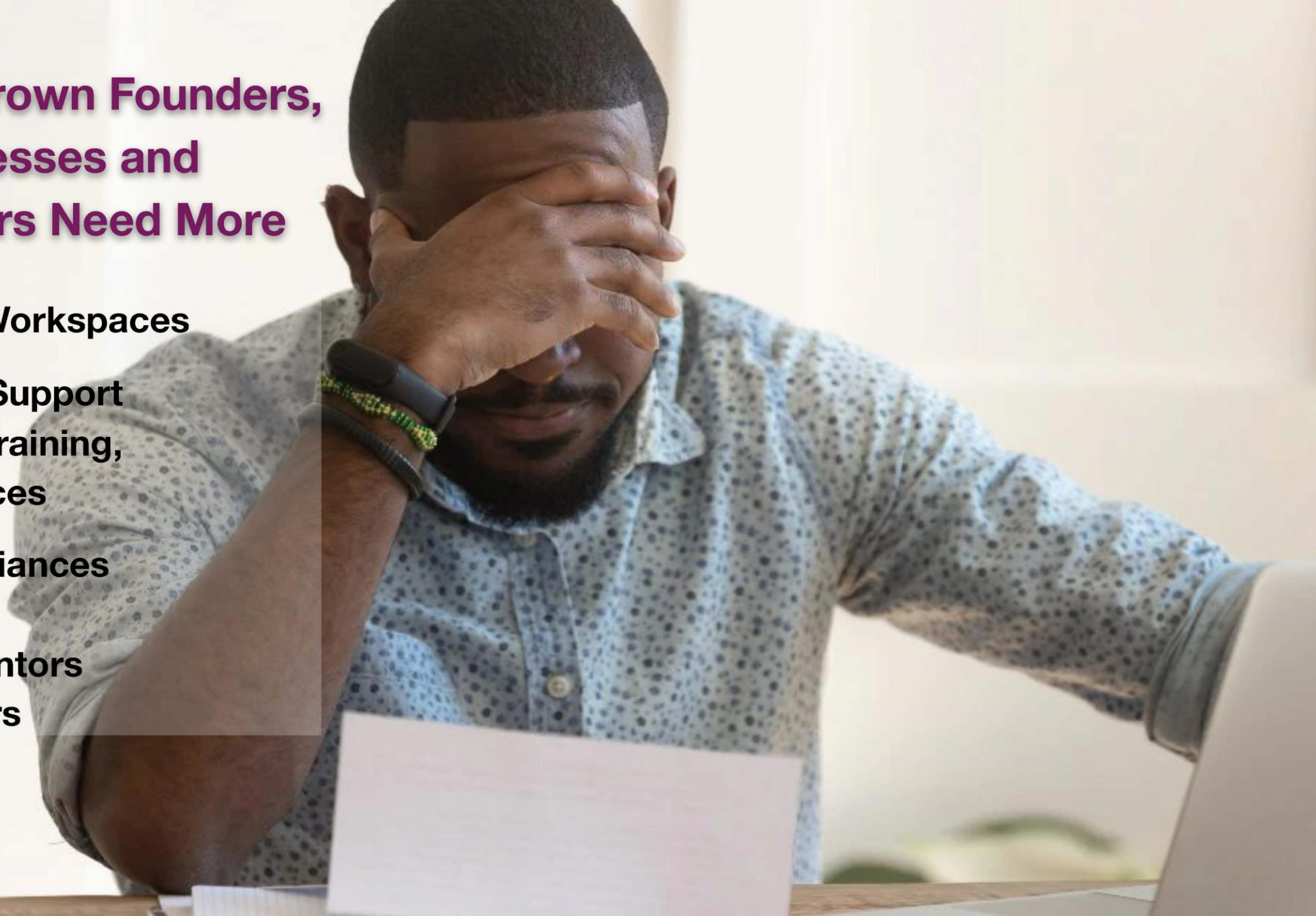
Creating a Business Hub for Small Businesses and Entrepreneurs of Communities of Color

'The Corner' at 18th & Vine in the Historic Lincoln Building



Black and Brown Founders, Small Businesses and Entrepreneurs Need More

- **Affordable Workspaces**
- **Accessible Support Programs, Training, and Resources**
- **Strategic Alliances with Diverse Experts, Mentors and Investors**



The Corner: Meeting the Needs of Black and Brown Entrepreneurs

- **The Corner Business Hub**
- **The Corner Kitchen + Market**
- **Event + Community Space, Amenities, and Resources**
- **A Restored Community Asset**

Photo credit:
ArtsTech youth
joined with
community
members for a
Pop-Up Art
Show at the
Historic Lincoln
Building in 2018
to create this
one-of-a-kind
community
painting.

The Corner
plans to work
with ArtsTech on
youth STEAM
programming.



THE
CORNER





THE CORNER

Questions?

The Corner at 18th & Vine in the Historic Lincoln Building
1601 E 18th Street, Kansas City, Missouri

Web: <https://TheCornerHub.biz>

Email: Henry@TheCornerHub.biz

Phone: 816-286-4140



@TheCornerHubKC

Emmanuel Youth Center

Pre-Development Planning

Gastinger Walker &

PHASE 1: PRE-DEVELOPMENT BUDGET

PHASE 1: PRE-DEVELOPMENT	
Land Acquisition	\$ 300,000
Design Fees for Building and Site	\$ 228,534
Design Fees for Parking Lot and Public Right of Way	\$ 23,513
Design Reimbursables	\$ 4,222
Contractor Pre-Construction Services	\$ 18,763
Owner's Rep Fees	\$ 46,906
Soils report and Survey	\$ 37,525
Insurance, Testing, Attorney Fees, Permit Fees	\$ 37,525
TOTAL PHASE 1: PREDEVELOPMENT	\$ 696,987

PHASE 2: CONSTRUCTION BUDGET

PHASE 2: CONSTRUCTION	
PHASE 2: CONSTRUCTION HARD COSTS	
Building and Site Construction	\$ 3,062,500
Playground and Landscaping	\$ 70,000
Demolition and Abatement of Existing Structures	\$ 50,000
TOTAL PHASE 2 CONSTRUCTION HARD COSTS	\$ 3,182,500
PHASE 2: SOFT COSTS	
Design Fees for Building (construction administration)	\$ 76,178
Design Reimbursables	\$ 1,407
Owner's Rep Fees	\$ 46,906
Contractor Overhead and Profit	\$ 225,150
General Requirements	\$ 262,675
Contractor Contingency	\$ 187,625
Owner Contingency	\$ 187,625
Insurance, Testing, Attorney Fees, Permit Fees	\$ 56,288
TOTAL PHASE 2 SOFT COSTS	\$ 1,043,854
PHASE 2: FURNITURE AND EQUIPMENT	
Furniture allowance of \$6 per square foot	\$ 73,500
Kitchen Equipment Allowance	\$ 25,000
Security allowance of \$2 per square foot	\$ 24,500
TOTAL PHASE 2 FURNITURE AND EQUIPMENT	\$ 123,000
TOTAL PHASE 2	\$ 4,349,354.06

PHASE 3: PARKING AND PUBLIC RIGHT OF WAY BUDGET

PHASE 3: PARKING CONSTRUCTION AND PUBLIC RIGHT OF WAY IMPROVEMENTS	
Design Fees (construction administration)	\$ 7,838
Demolition of existing stone building	\$ 40,000
New parking lot and retaining walls	\$ 130,000
PIAC funding for Public Right of Way Improvements	\$ 400,000
TOTAL PHASE 3	\$ 577,838

TOTAL PROJECT BUDGET

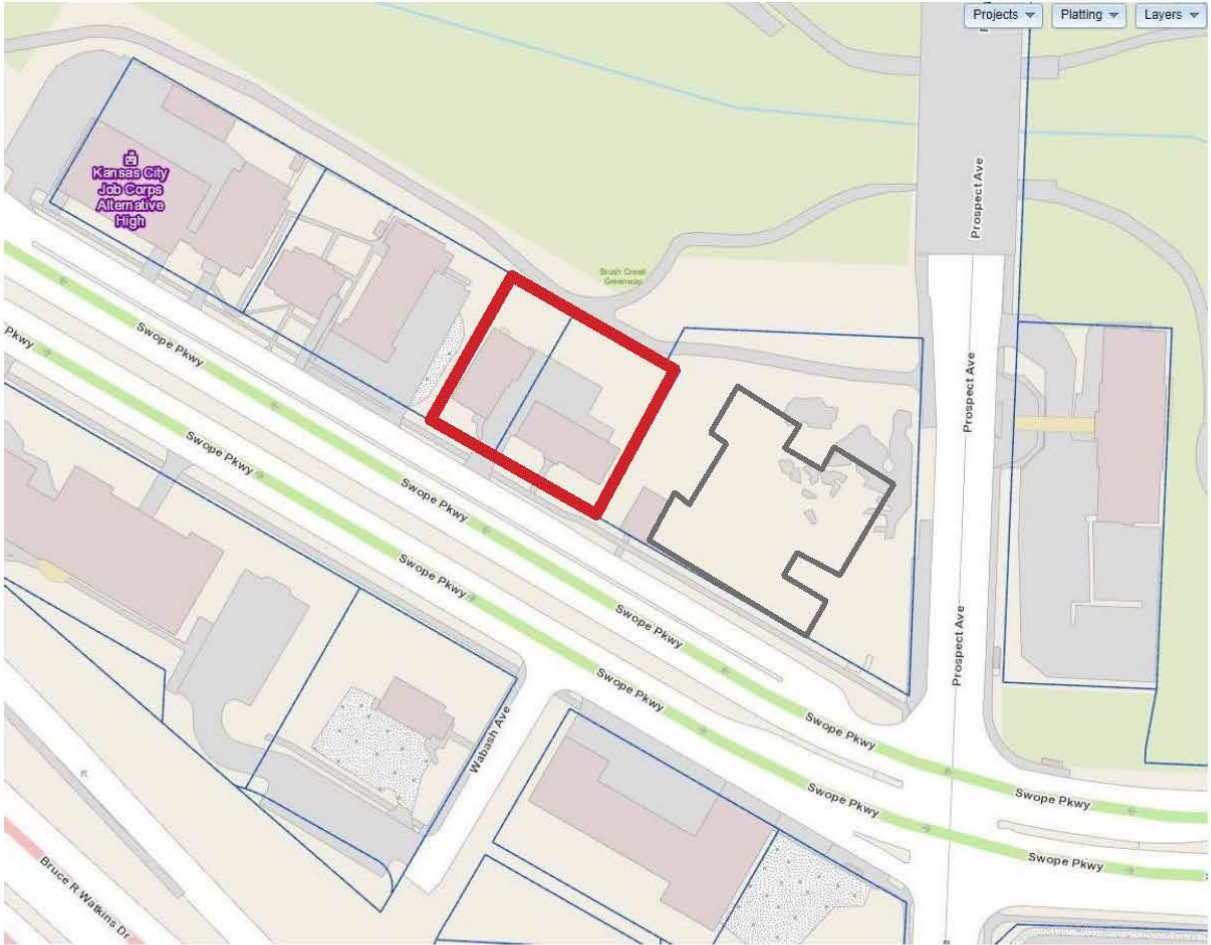
TOTAL PROJECT BUDGET	
Phase 1: Pre-Development	\$ 696,987
Phase 2: Construction	\$ 4,349,354
Phase 3: Parking Construction and Public Right of Way Improvements	\$ 577,838
TOTAL PROJECT BUDGET	\$ 5,624,179

Sources	Amount	Usage	Status
Central Bank of Kansas City	\$1,000,000.00	Pre Dev/Construction	Secure
EFCDC (Owner investment)	\$250,000.00	Construction	Secure
Durwood Foundation	\$250,000.00	Construction	Secure
PIAC	\$400,000.00	Phase 3 Public right of Way	Application submit in August 2020
Brownfields	\$40,000.00	Pre Development	Application request submitted
CBDG	\$875,000.00	Construction	Application request submitted
CCED	\$2,000,000.00	Pre Dev/Construction	Application request submitted
Bank Of America Grant	\$500,000.00	Construction	Application request submitted
Foundation	309,000.00	Construction	Application request submitted
Total Sources	\$5,624,000.00		

CONCEPTUAL PROGRAM

SPACE LIST			
	Quantity	Size	Total
LEARNING SPACES			
Classrooms	6	875	5,250
Multi-Purpose Room	1	1600	1,600
Multi-Purpose Room Storage	1	250	250
subtotal			7,100
WORK SPACES			
Private Office	2	90	180
Open Work Area	1	150	150
Break Room	1	100	100
Conference Room 4-6 seat	1	144	144
subtotal			574
WELCOMING SPACES			
Entry Vestibule	1	60	60
Lobby	1	200	200
Reception	1	80	80
subtotal			340
SUPPORT SPACES			
Kitchen	1	350	350
Restroom	4	200	800
Pantry and Kitchen Storage	1	80	80
Mechanical Room	1	150	150
Fire Protection Riser Room	1	50	50
Water Service Room	1	50	50
Electrical Room	1	50	50
Janitors Closet	1	100	100
General Storage	1	150	150
subtotal			1,780
Total Net Square Feet			9,794
Gross Factor		25%	2,449
TOTAL GROSS SQUARE FEET			12,243

PROJECT SITE



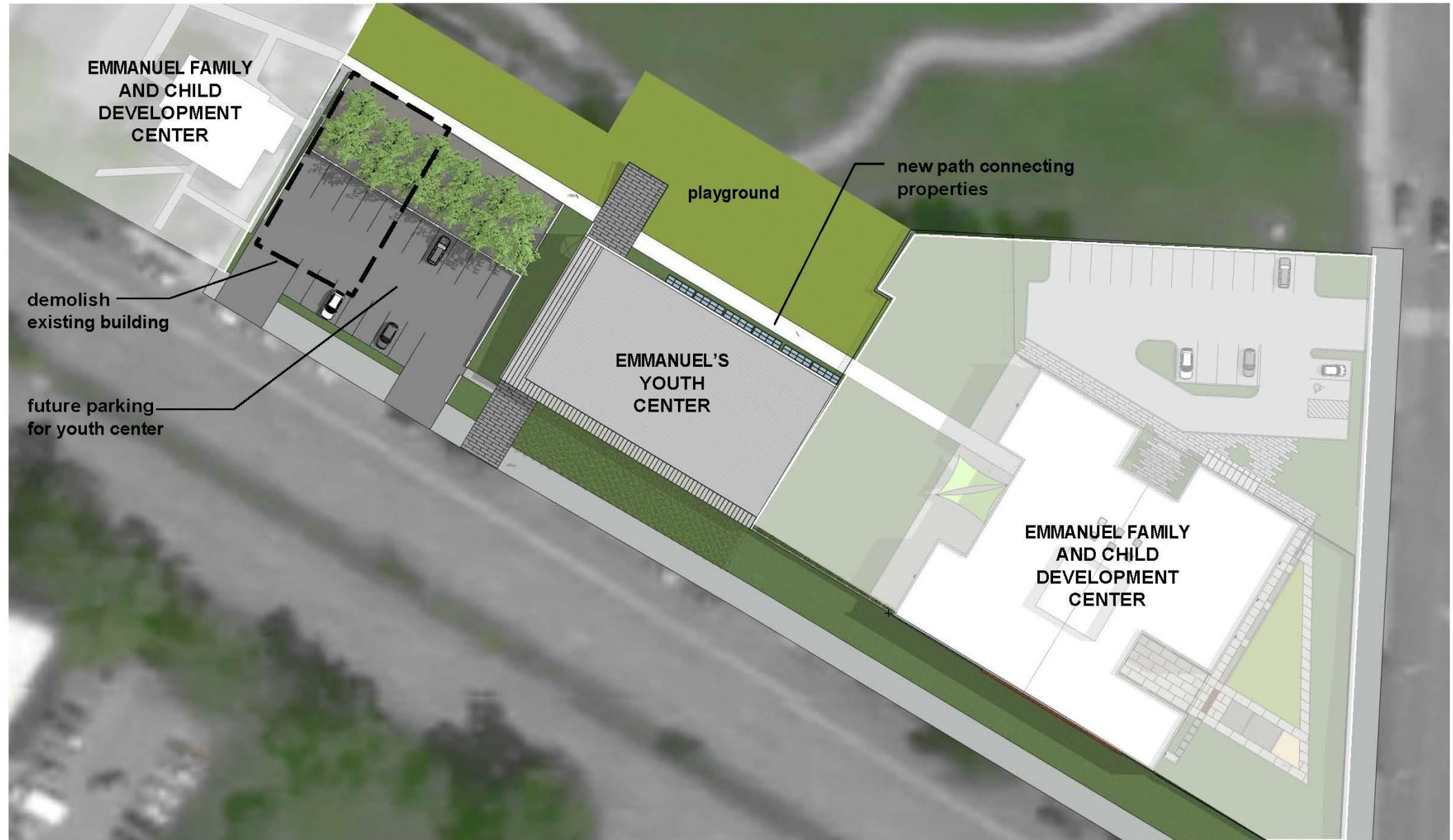
PRE-DEVELOPMENT SCHEDULE

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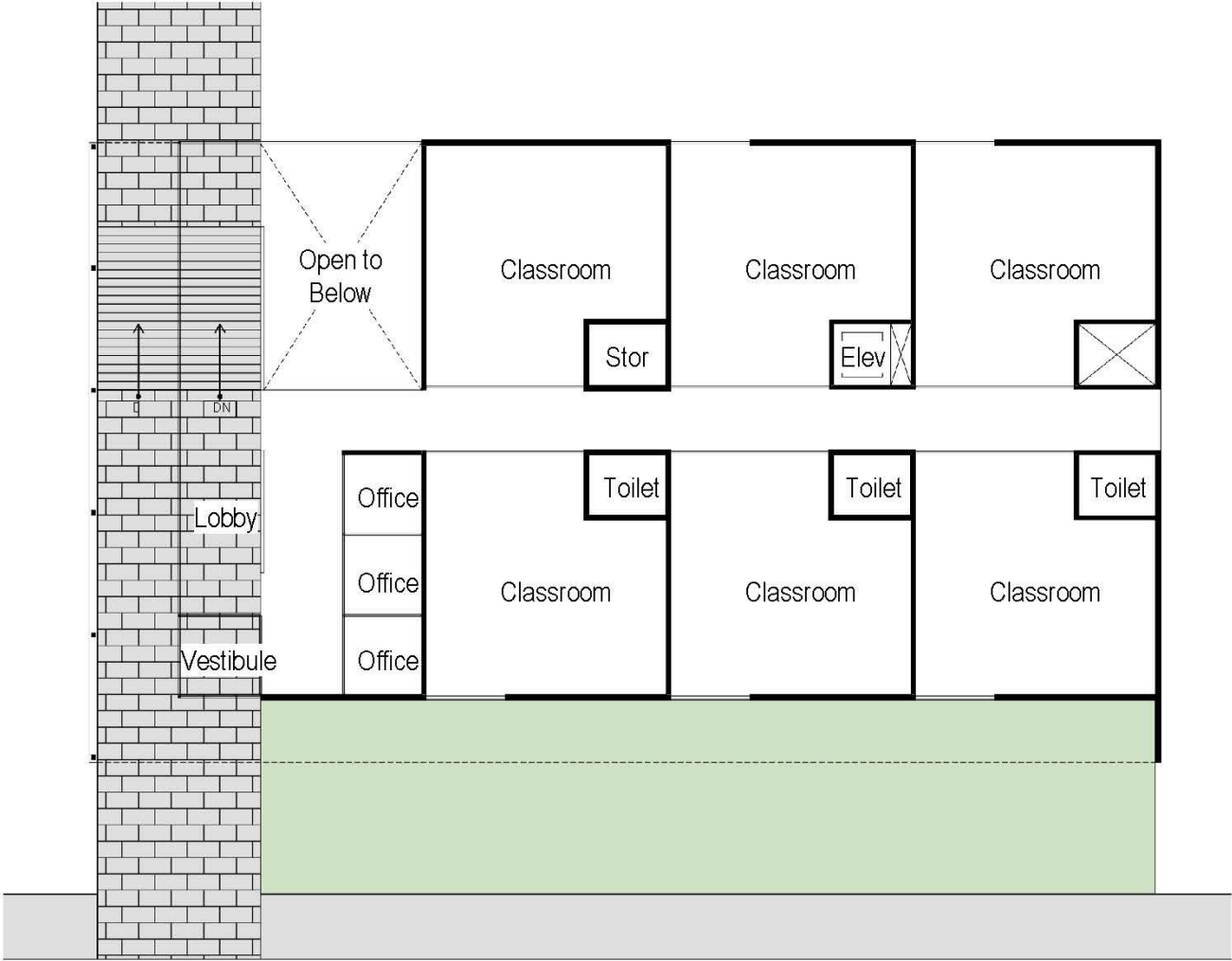
FULL PROJECT SCHEDULE

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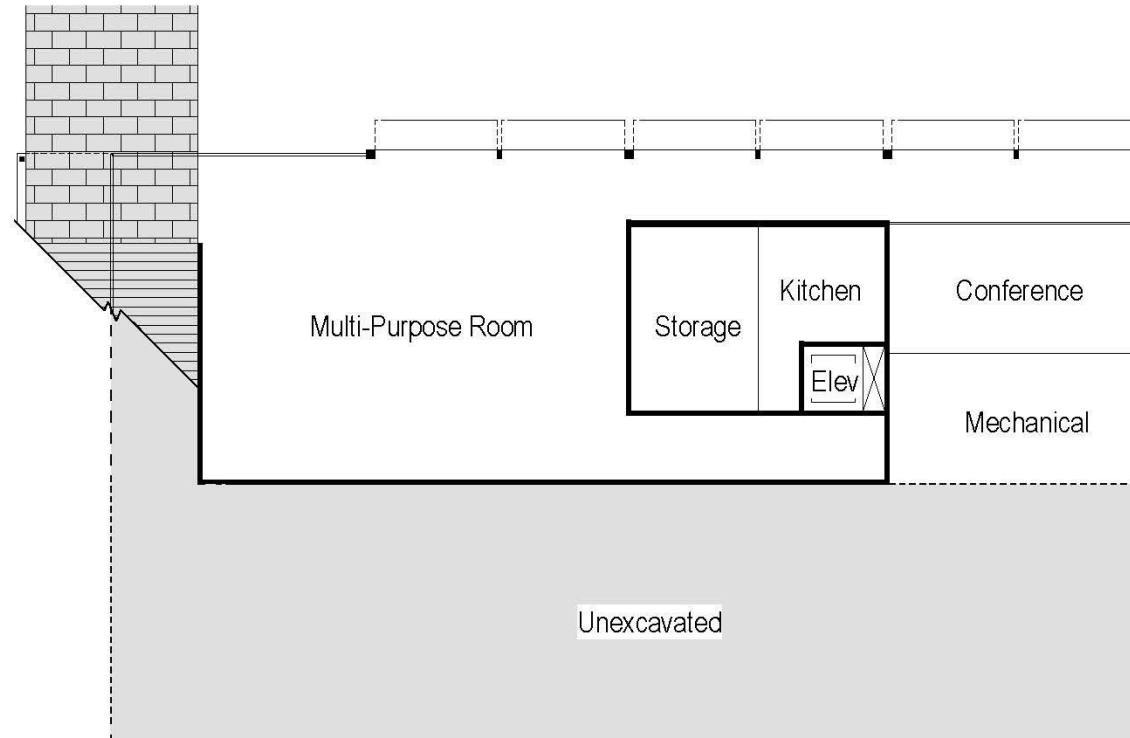
SITE PLAN



FIRST FLOOR PLAN



LOWER LEVEL PLAN



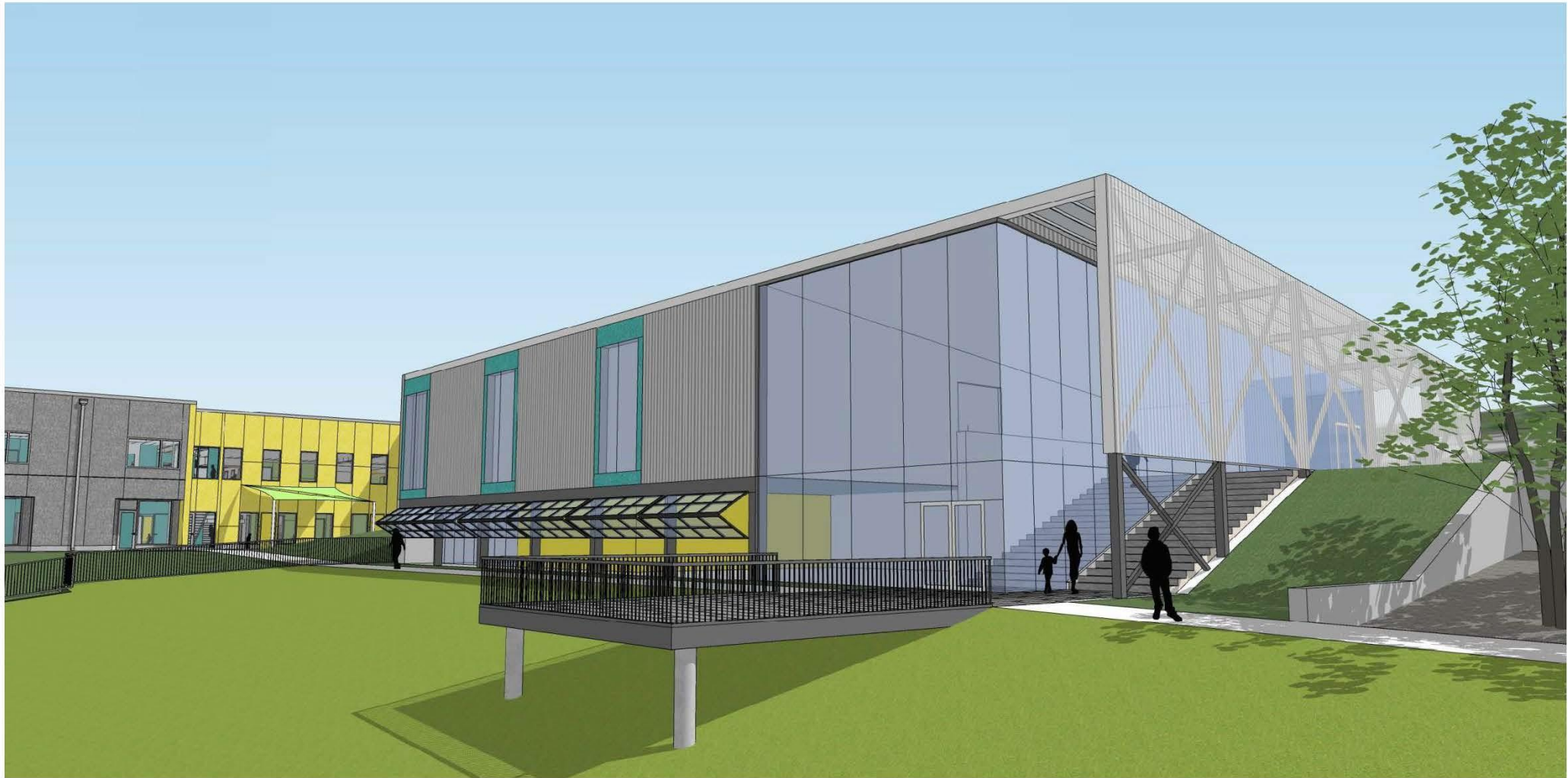
AERIAL VIEW



VIEW LOOKING NORTHWEST



VIEW LOOKING SOUTHEAST



VIEW LOOKING NORTHEAST





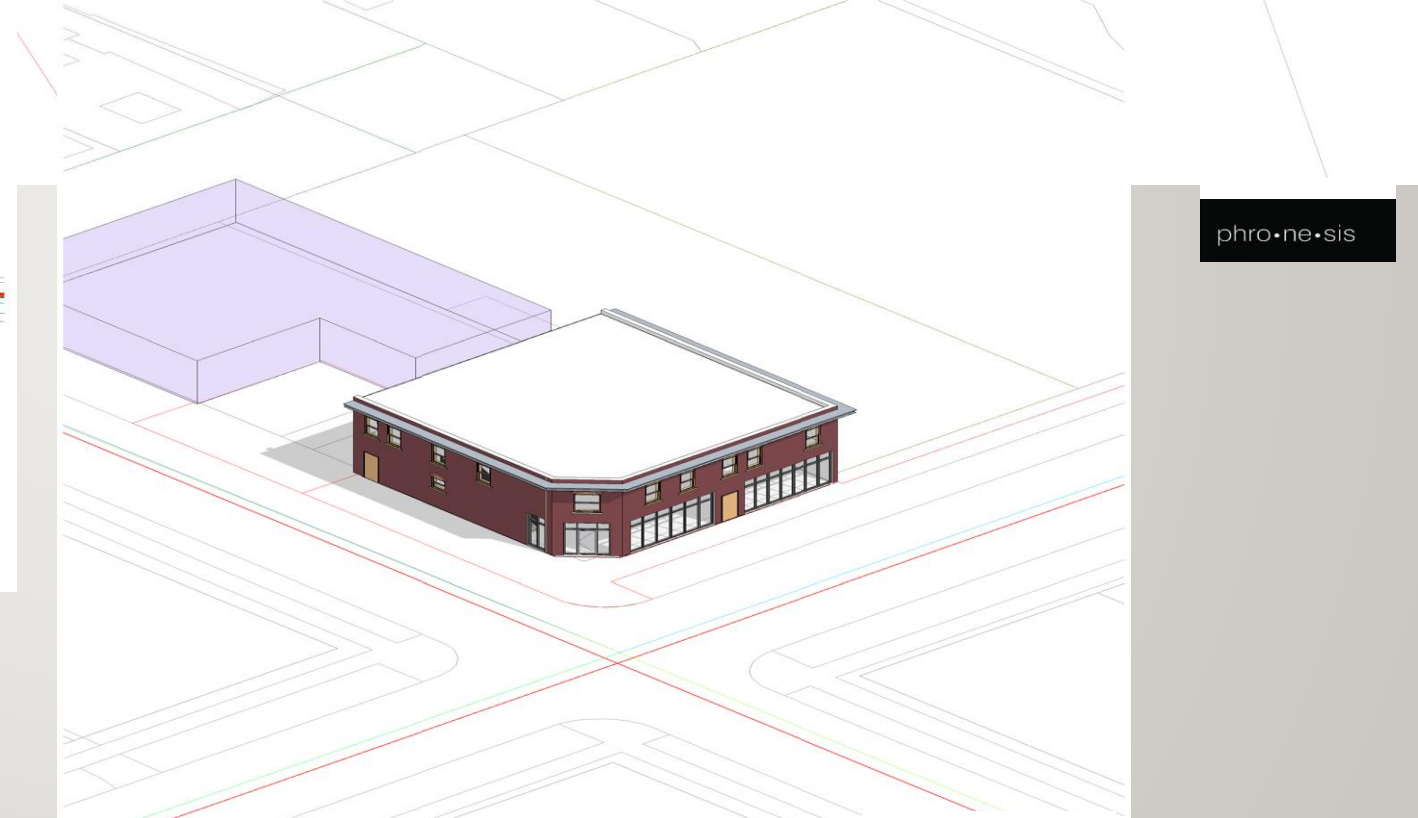
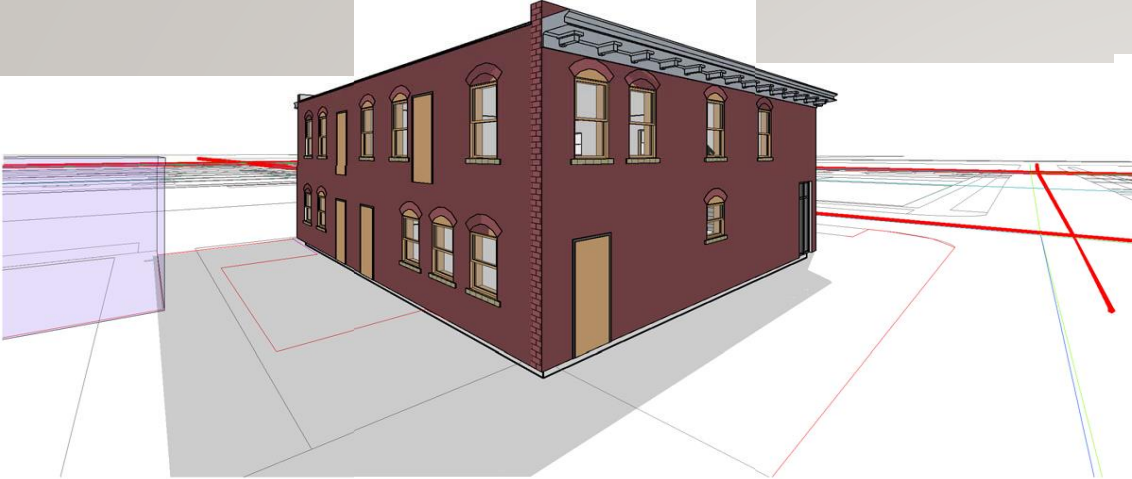
GastingerWalker&

GastingerWalker&

KC Urban Corridor



2301 E 34th St



phro•ne•sis

Location Of Project

Please check all that apply to the project:

- ☒ Residential
- ☒ Commercial
- ☐ Industrial

New Construction

- ☒ Rehabilitation or Expansion
- ☐ Historical Credit Applicant
- ☐ Low Income Housing Tax Credit Applicant
- ☐ EDC Applicant
- ☒ LCRA Applicant
- ☒ Single Family
- ☐ Multifamily

Mixed Income

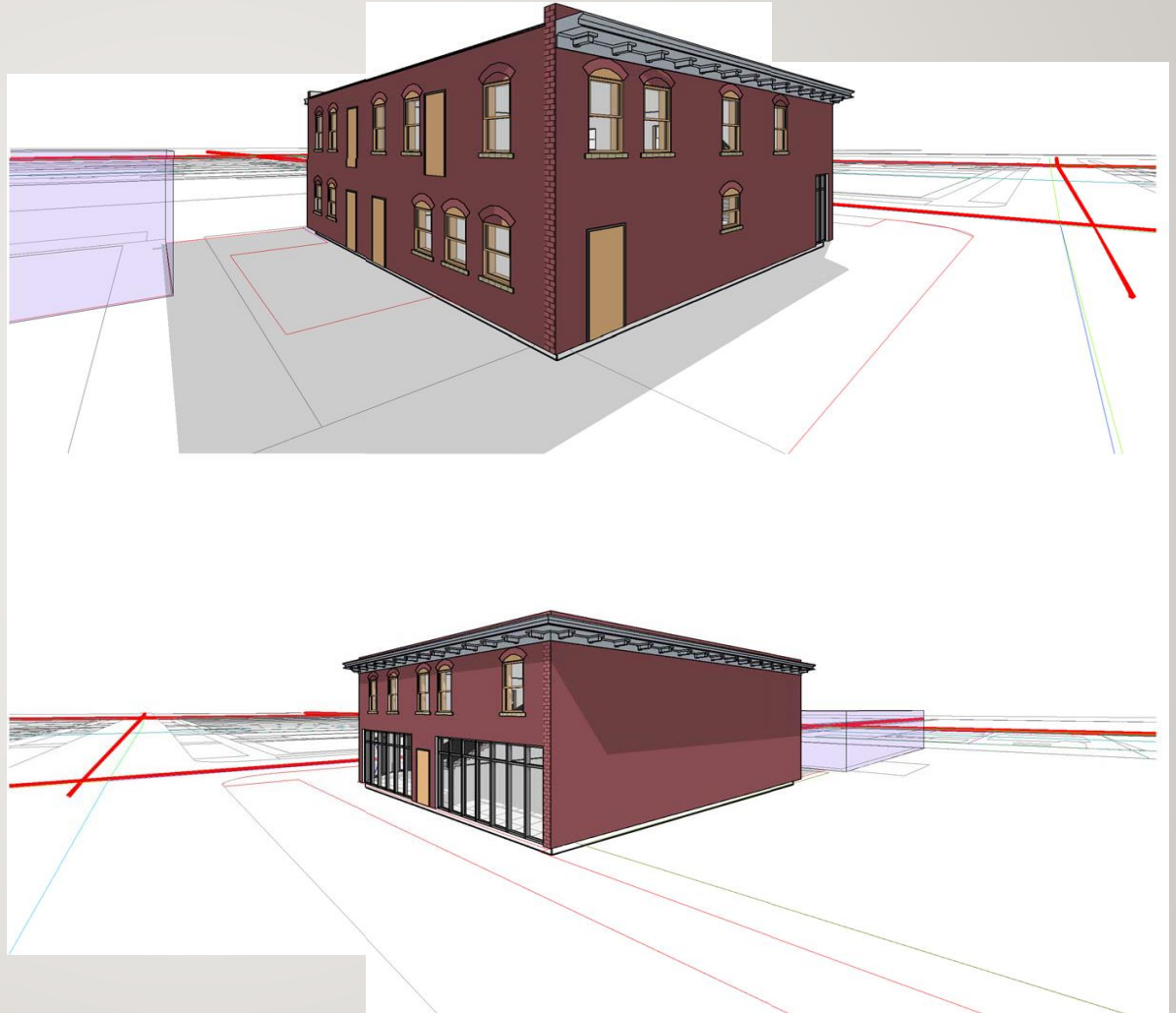
- ☒ Mixed Use
- ☐ Transit Oriented Development
- ☐ Retail
- ☒ Office Space
- ☐ Family
- ☐ Seniors
- ☐ Other _____

LOCATION OF PROJECT

I. County District: Jackson County
Council District: 3rd District
State Legislative Districts: 23rd



FACILITIES



PREVAILING WAGE ORDER

Building Construction Rates for
JACKSON County
REPLACEMENT PAGE Section 048
** Annual Incremental Increase ANNUAL WAGE ORDER NO. 26 3/29/19

- Basic
Increase Rates
Asbestos Worker \$64.53
Boilermaker \$67.29
Bricklayer \$55.57
Carpenter \$55.90
Cement Mason \$50.61
Communications Technician \$57.27
Electrician (Inside Wireman) \$61.61
Electrician Outside Lineman \$65.19
Lineman - Tree Trimmer
Groundman - Tree Trimmer
Elevator Constructor \$32.01*
Glazier \$53.47
Ironworker \$62.72
Laborer \$44.64
Mason \$50.06
Operating Engineer \$56.40
Painter \$50.36
Plumber \$67.77
Roofer \$51.99
Sheet Metal Worker \$65.32
Sprinkler Fitter \$32.01*
Truck Driver \$46.29





COMMUNITY SUPPORT

Ivanhoe Neighborhood

Key Coalition

UNI

KIKI Curls

Melissa Robinson

Brandon Ellington

Ivanhoe Neighbors





BUILDING THE PATH TO YOUR FUTURE



Prospect Corridor Community Revitalization Project

3rd District, Kansas City, Missouri

Central City Economic Development Sales Tax District – RFP 2020 Round 3

Affordable Housing | Community Investment | Economic Development

Project Overview

Prospect Corridor Community Revitalization Project

A phased 18-month construction project and resident-driven community investment initiative in the 3rd District of Kansas City, Missouri

Funding Request: \$9.2M

Prospect Neighborhood Boundaries:
Emanuel Cleaver II Boulevard (South), Linwood Boulevard (North),
Olive Street (West), Chestnut Avenue (East)

Primary Aspects of Funded Project

1) Affordable Housing (100 single family houses)

2) Neighborhood Investment Program (NIP)

**3) Public Relations & Community Engagement
launch campaign in Prospect Corridor**

Why does the Prospect Corridor Need this Project?

“The 3rd District Resident Housing Databook,” produced by the City of Kansas City in November 2019 documents steady increases in crime and urban blight over the last 10 years and consistent population declines since 1980.

Increases in: Overall crime in the Prospect Corridor exceeds all 3rd District neighborhoods since 2015

Decreases in: Population, Economic Development, New Construction, Property Maintenance, Businesses and Amenities

This proposal addresses these issues by focusing on two key problems in the Prospect Corridor:

- 1) 417 Residential Vacant Parcels (Currently owned by Land Bank)**
- 2) 90 Vacant Houses**

Project Purpose, Goals and Impacts

- **Reduce urban blight, vacant parcels and property neglect**
- **Provide Affordable Single-Family Housing** options for residents of **mixed income levels** including a percentage of **LITC houses**
- **Increase and diversify overall population** in the Prospect Corridor
- **Offer Down Payment Assistance Program**
- **Expand tax base**
- **Establish Workforce Development Program**
- **Provide access, support, education and improved internet infrastructure** for neighborhood residents through NIP
- **Catalyst for New Investments/Capitol Improvements**

Potential Community Outreach Resources & Partnerships

- Prospect Business Association (PBA)
- Phillips-West Public Relations and Communications (Carrie Stapleton)
- Full Employment Council
- 3rd District Neighborhood Associations
- Hispanic Chamber of Commerce
- Arvest Bank
- North American Savings Bank
- Land Bank

Project Phases: Time-line & Budget

The Prospect Corridor Revitalization Project will encompass 5 construction phases staggered in a “chase sequence” production schedule spanning 18 months.

- **Phase One** (Launch – 6 full months –20 houses): **\$2,200,000.00**
 - Phase one includes additional costs related to project management and mobilization fees (shipping containers, fencing, security systems, machinery rentals, etc.), and costs for public relations launch)
- **Phase Two: \$1,580,745.00**
- **Phase Three: \$1,580,745.00**
- **Phase Four: \$1,580,745.00**
- **Phase Five: \$ \$1,580,745.00**
- **Final “Closeout” Phase: \$698,020.00**

Total Project Cost: \$9,221.000.00



Project Team

- John Conforti, Founder and CEO, Gateway KC Development, LLC. Semi-retired entrepreneur, founder of C&C Produce and Cool Creations
- Chris Stout, Co-Founder and Principal Partner, Gateway Development LLC. And Non-Profit Partner. Founder of Community Initiative America (CIA) and Veterans Community Project. Implemented 49 Tiny Houses on Troost for homeless Veterans
- Derrion Thomas, Primary Partner, Gateway KC Development LLC. Founder and President of Thomas 58 Construction, MBE certification pending.
- Aimee D Gray, Principal Architect, A3G Architects, AIA, NCARB, WBE (designed houses, provided all plans and elevations)
- Carrie Stapleton, Founder, Phillips-West Public Relations and Communications, WBE, MBE, DBE and SLBE



CITY OF
KANSAS CITY,
MISSOURI



QUESTIONS?